

Miss Palmer

The



CHEMIST AND DRUGGIST

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MAY 26 1962

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BEATSON

The CHEMIST AND DRUGGIST

Volume 177

MAY 26, 1962

No. 4293

New London Weighting INCREASES FOR HOSPITAL STAFFS

THE Minister of Health (Mr. Enoch Powell) has approved revised rates of London Weighting for hospital staffs employed under the National Health Service in the Metropolitan Police area and City of London.

They have been adopted by the Pharmaceutical Whitley Council Committee "C" and the Professional and Technical Council "B," and are therefore applicable to pharmacists, pharmaceutical students and assistants in dispensing. The amounts payable are based partly on the recipient's age (as before) and partly on salary. Effective from April 1, they are as follows (former rates in parentheses):—

SALARY (per annum)	WEIGHTING (per annum)
Up to £800	
age under 21 ...	£15 (10)
21-25 ...	£25 (20)
26 and over ...	£40 (30)
£801-£1,000 ...	£45
Over £1,000 ...	£55

The rates per four-hour session for pharmacists employed on a sessional basis are as follows: *Up to and including age 25*, 1s. 0d.; *age 26 and over*, 1s. 6d. In assessing the rate of London weighting any teaching hospital allowance may be added to the appropriate salary scale, but higher qualification allowances may not be taken into account. Pharmacists who are at present receiving non-Whitley rates of pay and conditions of service may opt to receive the above London weighting, in which case they must also accept all the terms and conditions set out in Pharmaceutical Whitley Council circulars.

N.P.U. Report

ANNUAL STATEMENT OF ACCOUNTS

THE annual report and accounts for 1961 shows income from subscriptions at £30,622 (£30,659 in 1960). There was an excess of expenditure over income of £7,187 against an excess of income over expenditure of £3,551 in 1960. Chief item in expenditure was salaries, wages and National Insurance, which jumped to £17,499 (from £11,618). A report on the N.P.U. clearing house gives the average number of statements paid each month as 102,300 with a monthly average value of £2.7 millions. The report of the Chemists' Defence Association, Ltd., mentions one case (among others) which involved a cine light. The case, it says "underlines the need to

give adequate warning to customers where appliances wired in the Continental fashion are sold. Imported electrical equipment, particularly certain cine lights at present on the market, may be wired with flexible cords with a colour coding different from that in use in this country. Some Continental countries use red for the colour of the earth wire. If such an appliance is connected to a plug in the conventional manner—i.e., red to the "L" terminal—the outside of the appliance may be made "live" and a nasty accident may occur (and did occur in the case mentioned)."

Selling Photography

A COURSE IN RETAIL SALESMANSHIP

THE Photographic Dealers' Association has published a correspondence course providing instruction in the principles of retail photographic salesmanship and explaining how to put them into practice. The course is recommended to students studying for the P.D.A. examinations. Participants receive five handbooks at monthly intervals along with five tests, each called a "sales case." The tests are to be completed by the student and returned for marking. They are then sent back to the student with the correct answers. A prospectus giving

details of the course, along with an enrolment form, may be obtained from the general secretary, Photographic Dealers' Association, P.D.A. House, 46 Bloomsbury Street, London, W.C.1.

Apothecaries' Hall

DISPENSERS' ASSOCIATION CONFERENCE

THE tenth annual meeting, and sixth weekend conference of the Apothecaries' Hall Dispensers' Association was held recently in London. Friday began with a visit to the St. John's Gate, headquarters of the St. John Organisations, followed by a visit to the Apothecaries' Hall in Black Friars Lane, London, E.C.4. In the afternoon one party visited Moorfields Eye hospital for a tour of the new out-patient department and pharmacy, together with a film show and lecture. The other party were the guests of the University College hospital, where they were welcomed by Dr. T. D. Whittet (chief pharmacist) and taken on a tour of the pharmacy. In the evening Dr. Whittet lectured on the history and development of drugs.

Statutory Committee

THREE FORTHCOMING INQUIRIES

THE tenth annual meeting and sixth maceutical Society is meeting at 17 Bloomsbury Square, London, W.C.1, at 2.30 p.m. on June 6 to consider information and evidence from which it appears (1) that a person applying for restoration to the Register of Pharmaceutical Chemists was convicted of offences under the Larceny Act, 1916; (2) that a member of the Society was convicted of an offence under the Pharmacy and Poisons Act, 1933; and (3) that a member of the Society stole a sum of money from his employers.

AT STOCKHOLM FAIR: King Gustav of Sweden is shown a display of pharmaceuticals exhibited by Distillers Co. (Biochemicals), Ltd., on the stand of the Distillers Co., Ltd., at the British Fair in Stockholm. With King Gustav (centre) is Sir Graham Hayman (chairman, D.C.L.) and Sir William McFadzean (chairman, Export Council for Europe). The fair, which is open until June 3, is the largest British trade fair ever to be held abroad.



Antibiotics in Feeds

REPORT BY JOINT COMMITTEE

THERE was no evidence to suggest that the feeding of antibiotics at the permitted levels to farm animals exerted any harmful effects on the animals, and traces of antibiotics in carcasses or animal products after slaughter were unlikely to have any ill effect on human health. Those conclusions were reached by a joint committee set up by the Agricultural and Medical Research Councils in March 1960 under the chairmanship of Lord Netherthorpe to examine whether the feeding of antibiotics to farm animals constituted any danger to human or animal health. The report (H.M. Stationery Office, price ninepence) speaks of firm evidence that strains of potentially pathogenic micro-organisms resistant to individual antibiotics can be established in farm livestock given antibiotics, either therapeutically or as feed additives. There were only few indications that antibiotic resistance had interfered with the treatment of animal disease by a particular antibiotic, but an increase in that hazard was inherently probable. The committee recommends that penicillin, chlortetracycline and oxytetracycline in feeding stuffs for young calves should be permitted, but does not recommend any relaxation of present regulations that would countenance the feeding of antibiotics to adult livestock, including laying poultry, "in view of the greater risks associated with the prolonged usage of antibiotics that might occur in such circumstances." The report also recommends that the use of other antibiotics for stock feeding should not be authorised unless it could be shown that the antibiotic would have little or no application as a therapeutic agent; that its use was not likely to impair the usefulness of any antibiotic of therapeutic value; and that it would be of economic value in U.K. livestock production.

Change to Metric System

BRITISH STANDARDS INSTITUTION'S VIEW

"CHANGE to the metric system?" is the title of a statement that has been published by the British Standards Institution. The statement outlines the main issues involved from the point of view of industrial production and standards, and the implications for the B.S.I., if a change were to be decided upon. It points out that while taking account of pressures to adopt the metric system—particularly with possible adherence to the European Economic Community in mind—the B.S.I. as a servant of British industry as a whole had as yet no mandate to advocate or reject a change. The statement also adds that the use of the metric system would be increasingly demanded in trade with Europe and the developing countries of Asia, South America and elsewhere. The speed with which different industries would change over would vary, but without a Government decision on a general move the problem could not be tackled realistically. A fundamental question to be considered was whether a decision by the United Kingdom should be made dependent on similar

decisions by the United States of America and the Commonwealth countries. In a detailed examination of the standards problems, it was accepted that in any event increased use of metric standards would be called for in the future which would entail some change in B.S.I. policies. From the wider point of view, however, the United Kingdom's influence on international standards agreements would, on the whole, be strengthened if it adopted metric practice.

IRISH NEWS

THE REPUBLIC

Lourdes Pilgrimage

AUGUST ARRANGEMENTS

THE annual Irish Pharmaceutical pilgrimage to Lourdes is to leave Dublin on August 2 and return on August 15 and 16. The party will be divided into two groups—one of sixteen persons travelling directly by air, and the other of thirty, travelling by air to Paris and completing the journey by sleeper express-train. Intending applicants should apply to the secretary, 69 Palmerston Road, Dublin 6, immediately, enclosing a deposit of £3 and a stamped addressed envelope for reply. Places will be allocated according to date of booking. Passports will be required and the balance of the money must be paid before June 1. Withdrawals after May 1 will be treated on their merits.



CLARE ASSOCIATION OFFICERS AND GUESTS: Group photographed at a recent meeting of the Clare Pharmacists' Association: Front row, Messrs. Owen Lynch, Ennis (secretary), P. MacMahon, Kildysart (chairman) and M. F. Howard, Kilrush (vice-chairman). Second row, Messrs. J. Britton, Miltown Malbay (treasurer), B. R. Smith (secretary, Irish Drug Association), and J. G. Coleman (registrar, Pharmaceutical Society of Ireland).

IRISH BREVITIES

THE REPUBLIC

AN extraordinary meeting of the Pharmaceutical branch of the St. Joseph Young Priests' Society is being held at 23 Merrion Square, Dublin, at 8 p.m. on June 19, for the purpose of enrolling new members to make the branch more representative and widespread.

At the recent meeting in Dublin of the Irish Drug Association (see C. & D., May 19, p. 554), Mr. J. P. Burke, Dublin, urged that, in cases where manufacturers had amalgamated to the detriment of chemists' buying terms, action should be taken by either declining to order from them or by reducing the quantity of the order. That principle was agreed.

NEWS IN BRIEF

SALES by Walsall and District Co-operative Chemists, Ltd., for the half year ended March 12 amounted to £96,575.

A RESEARCH centre costing an estimated £150,000 is being built for the British Industrial Biological Research Association in Carshalton, Surrey.

At the May meeting of the Council of the London Chamber of Commerce recently, Mr. F. H. Tate was elected to succeed Mr. Allen L. Stock as *Chairman*.

DEVELOPMENT plans providing for new shops and safe and comfortable shopping facilities in Stroud were presented to Gloucestershire county planning committee recently.

A UNITED Nations prize of \$10,000 (£3,571) has been awarded to Dr. W. R. S. Doll, a member of the Medical Research Council, for outstanding scientific research into the causes and control of cancerous diseases.

THE regional office for Europe of the World Health Organisation convened a technical conference on tuberculosis control, involving representatives from 23 countries, in Karlovy-Vary, Czechoslovakia, May 15-19.

ABOUT £6 in cash together with a set of weights, and some toilet goods, were stolen recently in a smash-and-grab raid on the pharmacy at 4 Ayston Road, Braunstone, Leicester, of Mr. A. W. Bailey, M.P.S.

EXPORTS insured by the Export Credits Guarantee Department in the year ended March 31 rose by 12 per cent. to £805.7 millions. Liabilities outstanding at £739 millions were up by 15 per cent.

LEAFLETS explaining to employers how to obtain a Ministry of Labour voucher so that a Commonwealth citizen whom they wish to employ can enter Great Britain are available at Employment Exchanges.

THE pharmacy of Ken Smith & Sons, Ltd., 7 Bridge Street, Spalding, Lincs, was awarded second prize in the "Things to Use" section of the Spalding Shopping Week window dressing competition, held recently.

MR. B. A. Harrison has been appointed assistant private secretary to the Minister of Health (Mr. J. Enoch Powell), and Mr. A. J. Collins has been appointed private secretary to Miss Edith Pitt (Parliamentary Secretary, Ministry of Health).

TRADERS in Ledbury, Herefords, are being asked, in a letter sent out by Ledbury Chamber of Commerce, whether they would be willing to open during the lunch hour on Tuesdays, Fridays and Saturdays. At present the majority of shops in the town close during the lunch hour.

THE National Chamber of Trade has reminded members that £1 notes of the old series printed in green or blue on white paper and without a portrait of the Queen will cease to be legal tender on May 28. Thereafter they will be exchanged at the head office of the Bank of England only.

FOLLOWING a recommendation by the Council on Tribunals, the Minister of

Health (Mr. Enoch Powell) has issued a circular (ECL 40/62) clarifying points pertaining to the legal representation of a complainant or respondent at a service committee hearing.

THE percentage changes in the pharmacy sales of 160 representative co-operative retail societies in Great Britain are, for the four weeks ended February 24, as compared with the same period in 1961: Midland, -3.91; Northern, -6.44; North-east, -5.76; North-west, -4.03; Scottish, +0.55; South, -1.00; South-west, -0.23; West, +0.97; Great Britain, -2.97.

SPORT

Bowls.—ULSTER CHEMISTS' BOWLING ASSOCIATION. Annual tournament in aid of Northern Ireland Chemists' Benevolent Fund for Jack Caldwell Memorial rose bowl. Belmont bowling green, Kincora Avenue, Belfast, 4. 2.30 p.m. on May 30.

Golf.—LONDON CHEMISTS' GOLFING SOCIETY, at Hendon golf club on May 17. *Results:* *Mentholatum Prize (Medal Competition)*, J. G. Evans (20), 67; *Yardley Cup and Prize (Stableford Competition)*, H. A. Coward (14), 32 points; *Thomson Cup (Stableford runner-up)*, D. A. Savory (18), 31 points; *other leading scorers*, J. A. Bennett (10), 31 points; D. Spicer (12), 31 points.

MANCHESTER PHARMACEUTICAL GOLFING SOCIETY, at Worsley golf club on May 9. *Result:* *Ucal Trophy and Prize*, 1. F. B. Whitlock; 2. Dr. A. Frazer. At Rochdale golf club on May 16. *Result:* *Nicolas Products Prize*, 1. T. Moffatt; 2. Dr. A. McGregor.

SCOTTISH CHEMISTS' GOLF ASSOCIATION. The annual competition was held over the King's and Queen's courses at Gleneagles on May 16. Weather conditions were at their worst and although 166 entered for the various competitions, only eighty-two handed in score cards. *Results:* *Travellers' Trophy*, 1. R. Malcolm; 2. W. M. Laurie; 3. J. McLean; 4. J. B. McCaig. *Cox Silver Salver*, 1. R. W. McNinch; 2. J. Carmichael; 3. J. McMillan; 4. A. Orr. *Duncan Flockhart & Co., Ltd., Scratch Prize*, 1. F. Adamson; 2. J. Leckie. *John Greig Bogey Prize*, 1. G. Cox; 2. W. Birnie. *Bogey Prize (Queen's)*, J. L. Brown. *Johnson and Johnson Veterans' Cup*, 1. J. E. Budge. *Askit Stableford Prizes*, R. Gillespie; W. G. Smith. *Ucal prize*, I. D. Wylie; *Runner-up*, J. Liddell. *Gibb's Trophy, Zone No. 1*, R. Malcolm; W. Laurie; J. Carmichael; J. McMillan. *Zone No. 2*, J. E. Budge; J. H. Scott; R. W. McNinch; A. Orr. *Plunkerton Gibson & Co. 18 to 24 Handicap*, 1. A. McWilliam; 2. J. Stewart; 3. W. G. Angus; 4. R. S. Duncan. *Wholesale Houses Trophy*, 1. G. Burleigh; 2. A. Boyle; 3. J. Pantou; 4. I. Chrichton. *Convolutions*, J. Howart Johnson; J. McPherson. *Hidden Holes*, Tom Mackie; T. Hughes.

Mr. A. Wilson Strachan (Allen & Hanburys, Ltd.) presented the prizes.

LOCAL OFFICERS

PHARMACEUTICAL SOCIETY

Harrow.—*Chairman*, G. Bryan; *Vice-chairman and Treasurer*, W. S. Bowman; *Secretary*, G. Raine, 5 Parkfield Avenue, Harrow, Middlesex; *Social Secretary*, R. S. Miller.

Romford Branch.—*Chairman*, L. Norwich; *Vice-chairmen*, W. M. Millar, E. W. Richard; *Treasurer*, A. E. Mitchell; *Social Secretary*, J. H. Mackenzie; *Secretary*, E. W. Richard, 11 Brackendale Gardens, Upminster, Essex. (Telephone: Upminster 3400.)

Swansea and West Glamorgan Branch.—*Chairman*, G. G. Davies; *Vice-chairman*, G. Lennox; *Treasurer*, G. R. Brown; *Secretary*, G. Paster, 58 Glanbrydan Avenue, Uplands, Swansea. (Telephone: Swansea 55340.)

CHEMISTS' ASSOCIATION

Cork City and County.—*Chairman*, E. P. Kenny; *Vice-chairman*, D. Stack; *Treasurer*, J. Dillon; *Secretary*, D. J. O'Hanlon, 162 Sunday's Well, Cork, Irish Republic. (Telephone: Cork 1648.)

TOPICAL REFLECTIONS

By Xrayser

Surprises

There was a time, not so long ago, when the "sitting tenant" in elections to the Council of the Pharmaceutical Society was extremely awkward to evict, and the challenger found great difficulty in storming the fortress. That position has now changed, and, to judge from this year's poll, the retiring member starts off under something of a handicap. I leave it to the student of electoral research to inform us if there has been another occasion on which two challengers broke through to head the poll. It is also of interest to note that eleven voters could have deposed Mr. Heseltine in favour of Mr. Holland. The figures are all there on p. 535, but the reasons behind those figures have to be sought, and are not easily adduced, particularly in the light of the election addresses, where it will be seen that policies following much the same trend have brought success to some and failure to others. It seems, then, that it will be necessary to look for factors outside the policy declarations of the candidates to try to account for the changed pattern, and there are many possible interpretations. In my opinion the biggest single factor is the behaviour of Mr. Enoch Powell (Minister of Health), the effect and manner of whose actions has aroused the strongest resentment throughout pharmacy—a resentment which, for the time being, finds expression in a lack of confidence in those who "negotiate" the terms of service. That feeling has already removed Mr. George Graham from the chairmanship of the Central N.H.S. (Chemist Contractors) Committee. In the Council election it has cost Mr. Brocklehurst 1,409, Mr. Heseltine 1,566 and Mr. Steinman 801 votes respectively, compared with the election of 1959, in which they also figured together. And it must be noted that 2,684 more votes were cast this year than in 1959. It may seem unreasonable to link the present Health Service cuts with an election of the Council of the Pharmaceutical Society, but it looks as if that has happened.

The other side

That two of the challengers have topped the poll gives another side to the picture. Again the National Health Service has been a determining factor, in that both of the successful candidates have expressed the view that the Pharmaceutical Society should be active participants in the negotiations—if that is not too strong a word—with the Ministry of Health. Following the demand by the special meeting held at Birmingham on April 29, in which a majority voted in favour of the Pharmaceutical Society's taking steps to becoming "the supreme controlling body in all matters relating to pharmacy, economic and otherwise," the views put forward by W. M. Darling have been submitted for a wider approval. That approval has been given, and Mr. Darling is now faced with the task of attempting to put into effect the wishes that attracted more votes to him than to any of the other contestants. His election address welcomes, as a first step, the forming of the co-ordinating committee as a means of allowing the Society to play an increasing part in pharmacists' affairs, and his presence at Bloomsbury Square, together with the strength of his support, is bound to result in a careful examination of all the reasons for the present discontent.

Conclusions

General conclusions to be drawn from the election results are that, in the winter of their discontent, members are not satisfied with the present machinery for negotiating terms of service, and that they want to see the Pharmaceutical Society effectively involved in the negotiations. It may be argued that only 11,500 voted and that 17,000 did not return their voting papers. But democracy recognises that the 11,500 who voted represent the views of the electorate, and that the unexpressed wishes of 17,000 people do not affect the issue at all. In the accepted order of things, the majority have endorsed the policies of Messrs. Darling and Lowther. It is to be hoped that reports of Council meetings will keep the membership informed of the actions of the two newcomers to the Council chamber.

Pharmaceutical Society's Annual Meeting

VOTE FOR FULL POWERS ON ECONOMIC MATTERS

IT was almost standing room only at the adjourned annual meeting of the Pharmaceutical Society in London on May 16. After announcing the result of the election, and that the auditors were re-elected, THE PRESIDENT (Mr. H. S. Grainger) welcomed the two newly elected members to the Council. He hoped their period of office would prove valuable, and that they would enjoy the work. He then thanked the scrutineers for dealing with "one of the highest polls for a number of years, surpassed only by the vote of 1961." MR. C. A. RICHARDSON (chief scrutineer) acknowledged the thanks, passing on praise to "one of the best teams of scrutineers for a long time." The spoilt papers, fifty-six in number, he described as deplorable, more than half of them having been unsigned and most of the others having been signed on the voting paper, rendering them invalid.

MR. GRAINGER then presented the report of the Council's work in 1961, and the balance sheet and accounts. He mentioned that the increase of the National Health Service prescription charge to 2s. had brought the Society back into the problem of N.H.S. dispensing. The Society was clearly becoming more and more involved in National Health Service matters, and close and continuous contact had now been established between the Contractors' Committee and the Council by the attendance of the registrar at the Committee's meetings. He did not feel that it was appropriate to comment further on the recent special general meeting at Birmingham, in view of two motions on the agenda that evening.

Report Adopted Without Comment

The importance the Council attached to the relationship between the Council and its membership was shown in the decision to make that the topic of discussion at the forthcoming Branch Secretaries' meeting. The president then formally moved adoption of the report and statement of accounts, THE VICE-PRESIDENT (Miss M. A. Burr) seconded, and the motion was carried without comment.

"To fill a gap in the ethical code" was how THE PRESIDENT described a paragraph for inclusion in the Statement upon Matters of Professional Conduct that was the subject of a resolution moved from the chair (see *C. & D.*, April 28, p. 452).

MR. T. W. FISHER, Wakefield, suggested that, if the motion were approved, the details should be sent to every Executive Council. Such a letter, replied Mr. Grainger, was already drafted.

MR. R. TOWNSEND, Epsom, agreed with the preamble and first two sections of the motion, but felt there might be difficulties in regard to other sections. Some who had been in business for a number of years might be either tenants or landlords of doctors. Did members have to submit leases for approval?

MR. GRAINGER suggested that the interpretation would be in the hands of the appropriate subcommittee of the Council. If any pharmacist were in difficulty he should raise the problem with the committee.

MR. A. H. DYSON, Birkenhead, asked whether the Council would take note of views of other local pharmacists before recording decisions and MR. GRAINGER, in reply, said that that was certainly not precluded. On a show of hands the motion was carried overwhelmingly.

The president had purposely cut his address on the annual report in order to provide ample time for discussion of a motion in the name of Mr. F. Murley, Southampton, in the following terms:—

- (1) That the Council of the Pharmaceutical Society take immediate steps to obtain a fresh decision on the points decided against the Society in the judgment given in the Jenkin case.
- (2) To maintain the honour and safeguard and promote the interests of the members in the exercise of the profession of pharmacy as is stated in our Charter, we require that immediate steps be taken to form a trade union of all registered pharmacists, the said trade union to become the negotiating body on all matters relating to the economic interests of all members.

Manifesto

"We say nothing new tonight. It is several years since we stood here in a Branch Representatives' meeting to propose a resolution which asked the Council of our Society to lay the foundations of an overall authority for pharmacy. Some of you were here when that motion was applauded and passed without dissent. Its implementation was left to the Council for discussion and leadership," said Mr. Murley. Long before then others had made the same points. Since then more had said the same thing in different ways more ably.

Time after time the theory of one voice for pharmacy had been discussed and endorsed wholeheartedly. Was it any nearer today? Any pharmacist present at that meeting of Pharmaceutical Committee representatives in November 1961 must have felt disheartened, dispirited and depressed, not only at the result but at the way in which the tenor of the meeting had changed from militant conviction to the passive acceptance of a defeat unparalleled in the history of the profession. Pharmacists were not only defeated but divided. More than that, no single spark of leadership had been forthcoming to hold out hope of improvement. If retail pharmacy could be so easily divided against itself, and the livelihood of each practising member could be arbitrarily revised by a Government department, what future was there for the rest of the profession? What chance now had the hospital pharmacist of obtaining a salary commensurate with his responsibilities? What future could

pharmacy offer when the whole system of the distribution of medicines could be altered by the authorities without reference to those directly concerned?

The manufacturing industry, with its handmaiden research, was itself in jeopardy when the patent laws could be by-passed to suit the Treasury and the employed pharmacist was no more secure than his retail colleagues. Only a single unified representative body could have the power, the authority and the duty to protect the interests of all pharmacists.

Only one body already had some of the interests of all pharmacists under its control and that was the Pharmaceutical Society of Great Britain. The Society was responsible in law for the examination and registration of its members as pharmacists. It must inspect all pharmacies and could enforce the maintenance of professional standards. The duty laid upon the Society by its Supplemental Charter of 1953 was to maintain the honour and safeguard and promote the interests of the members in the exercise of their profession.

The events of the last few years, and the conditions obtaining today, made it impossible for the Society to fulfil that duty unless it was recognised as the governing body of pharmacy directly responsible for all aspects of its members' work including the negotiation of their terms of service and the conditions under which they must practise.

First, immediate steps must be taken to set aside the judgments given against the Society in the Jenkin case, so that it became quite clearly established that the Society was directly interested in all aspects of members' work. When discussing that at the special general meeting at Birmingham, the Society's legal adviser had listed four matters that were beyond the powers of the Society. The first was regulating the business hours of members. If there were strong feelings that powers should now be taken to enable the Society to regulate the hours of business of members, then clearly ways could be devised or advice given as to where Parliamentary powers would be needed, or what could be done by Supplementary Charter. The proposers of the motion now said "Go ahead, find out how to do it and get it done, reporting back to us."

Regulating Wages

On the question of regulating wages and conditions of employment the legal adviser had said that, if members wanted the Society to have that power then the matter could be explored to see whether it was feasible. "We feel that it is perfectly feasible since, although some of us are employees and others are employers, we are pharmacists and members of the Society, with equal voting rights."

On the regulation of price, the movers of the resolution felt that Dr. Dewar had missed the point. "What we are now primarily concerned with is the remuneration we should receive for our professional services, and we con-

consider that the Society is the proper body to deal with that. We cannot see that the Restrictive Trade Practices Act can prevent the fixing of professional fees for a service provided for the State or a private individual." The question of insurance would solve itself if the second resolution, and that passed at Birmingham, were implemented, since the Chemists' Mutual Insurance Co., Ltd., would become associated with the Society. Dr. Dewar had asked for a clear indication that the Society should be given the power to do those four things. "We ask you to give him and the Council that assurance by passing this resolution. . . . We ask that immediate steps be taken by the Society to form an organisation for all registered pharmacists. That body should become the negotiating body for all—absorbing or replacing the existing sectional negotiating bodies."

The "T.U." Bogey

"I would like to lay the T.U. bogey, complete with pickets, strikes, lockouts, blacklegs and cloth caps. . . . It can be called an Association, a Guild or a Union. It can be a part of the Society or it can be separate, with the Council of the Society as its Trustees. You can call it what you will as long as it will enable our Society to do what we require. We leave the detail to the Council to prepare, but it must be clearly understood that within this body all pharmacists who wish become members and shall be so without distinction or difference, whether they be employees or employers, managers or superintendents and whatever their particular place in pharmacy—be it in hospital, in the wholesale, in research, in the universities, in a laboratory, behind a desk, on the road, or behind the counter."

The registrar at the Branch Representatives' meeting in 1961 had said that the real problem was that pharmacists did not simply exist as such. They were always something else as well, and it would be impossible for one organisation to reconcile their conflicting interests. The fact that a pharmacist was employed by non-pharmacists was irrelevant, since he alone was the person responsible for his pharmaceutical work. He could not delegate or shirk that responsibility. The Society legally enforced that through its inspectorate, and it was only logical that it should also negotiate his terms of service and professional remuneration. Whatever the difficulties involved, the individual pharmacist in control of each pharmacy should be a party to any conditions or contract of service.

The registrar had also said that the question depended primarily on the willingness of other organisations to work within the professional framework, and to recognise that the pharmacist must always put his professional responsibilities first and his economic interests second. "We say the two are interdependent, and that when the Society takes the lead the other sectional organisations will quickly realise the value of what will at last be a united front."

If the governing bodies of other organisations are not prepared to co-operate further for the good of the whole, then it is up to us in our dual

roles as members of those bodies to influence them. . . . We appreciate the work that the Society has done in our name. We realise that the Council has moved some way towards co-operation with other negotiating bodies, but we cannot accept that the other bodies have necessarily done the best they could have done for us, or for pharmacy as a whole. We look to our Society as the last hope of restoring a united, dignified and powerful profession."

It would not be easy. Difficulties would be placed in the way, but they could and must be overcome.

"We do not seek to destroy the Society. On the contrary we are prepared to give the Council of the Society far wider powers of control of our profession. We will gladly accept some restrictions on the way in which we practise. We will adjust our thoughts and revise our approach to many of the problems that have confused these issues in the past, so long as we shall eventually be able to say to a prospective entrant to the profession 'This is a diverse profession offering you a wide choice in your work, but whatever branch of it you make your occupation, you will find congenial conditions in which to practise and you will always receive a just remuneration as a fair reward for your years of study'."

A Voice for Grievances

MR. F. S. LEAPER, Southampton, seconded the motion. He listed many grievances arising from the unprofessional manner in which members had been treated by the Minister of Health since the introduction of the Health Service (long delays in payment during the early stages of the service; the arbitrary way in which members had been asked to sort prescriptions; cuts in the container allowance; unrealistic time-and-motion study forms, etc.; and finally the imposition of the sliding scale of oncost). Chemists were to all intents civil servants, except that there were no help for holidays and sickness, no pension, no interest on capital invested. Pharmacists must try to seek a solution and it was only logical to act through the Society.

MR. K. HOLLAND, Romford, said he had preached unity for many years, and therefore supported the motion, but asked for "trade union" to be replaced by "British Association of Pharmacists." When the amendment had been seconded, MR. G. J. HENDRA, Truro, asked whether it was seriously thought that the presence of an organised union would help? He suggested that the Society should give its full support to the National Pharmaceutical Union.

MR. S. E. MORGAN, Luton, asked whether the new body was to be a section of the Society with the Society in control or a new body without compulsory membership.

MR. F. W. ADAMS (registrar) stressed that, if the first part of the motion were carried into effect the second would not be required. He urged that members should formulate their views in a manner that made it clear what the Council was being requested to do, and then allow the Council to show how the aspirations of members could

be fulfilled. Anybody who knew the history of the N.P.U. was aware of the agreement regarding spheres of activity. When the charter of the Society was being changed the N.P.U. had asked for an assurance that there would be no change in that position. The proper course for those who wanted the Society to become the sole negotiating body was to address their remarks to the N.P.U. The question whether the Society was to become the sole negotiating body was in the hands of the contractors. It was quite possible for the Society to provide a forum for discussion at all levels, and there was nothing to prevent the Society from becoming actively interested in the economic welfare of its members.

MR. M. GORDON, Leeds, said there was no reason why the Pharmaceutical Society should not take on the N.H.S. negotiations. The Society was the only body that embraced all pharmacists.

MR. GRAINGER asked if Mr. Gordon meant that the Society should take steps that would lead to the dissolution of the National Pharmaceutical Union.

"We ask the Society to lay down a minimum scale of fees and see that they are imposed," said MR. A. W. GREEN, Coventry. "We want the Society to put the scale in to the Ministry and we would like to think that, if the Minister did not accept it, then the Society would advise every member to end his National Health Service contract." Clearly it would assist the Society to impose a scale of fees if there was one voice in pharmacy.

Another member pointed out that the motion called for the formation of a body—"another body"—yet all the speakers had made the point that they wanted the Society to act.

Put to the Vote

Mr. Holland's amendment, when put, was overwhelmingly defeated.

MR. JOHN CHAYTOR, Coventry, then proposed an amendment that the words "trade union" should be deleted from the second part of the motion and the words "the Society" substituted. MR. JOHN HIATT, Coventry, seconded.

A speaker in the ensuing discussion believed that the amendment might alter the status of the Society itself.

MR. J. B. GROSSET (a member of Council) asked if after three years, the Society was no more successful with the Minister than the present negotiators, would members want the old order returning?

MR. LEAPER could see no reason why the Council should not take on many of the functions of the Contractors' Committee.

The amendment, when put to the vote, was overwhelmingly carried. On the first part MR. ADAMS said the Council had ascertained that the only method by which the effect of the Jenkin decision could be reversed was by Parliamentary procedure. The Government would give no support to that because it would put the Society in the position of being able to undertake restraint of trade. He thought the Jenkin decision was irrelevant to the issues before the meeting.

That part of the motion was put to the meeting and rejected.

Branch Representatives' Meeting

DISCUSSIONS OVER A WIDE RANGE OF SUBJECTS

LESS than twelve hours after members had dispersed from the Pharmaceutical Society's annual meeting (see p. 566), Branch representatives gathered to discuss and vote upon fifteen motions presented on behalf of nine branches.

The president of the Society (Mr. H. S. Grainger) referred briefly to the Council's report on business transacted at the 1961 meeting, then invited comment.

Once again Mr. M. GORDON, Leeds, was first to take the floor—with regret that it appeared his mission to join issue with the Council over its treatment of Branch resolutions. He called for outright rejection of the report.

Mr. C. H. P. ROBINSON, Mansfield, complained that the Council had discontinued issuing in November interim reports on resolutions passed at previous Branch Representatives' meetings, with the result that new motions were put forward before the outcome of former ones was known.

Council Defended

Replying, Mr. GRAINGER asserted that no member who studied the report could accuse the Council of neglect. One of its proposals was that the subject of improving relations between Council and membership should be discussed at the next Branch secretaries' meeting. Mr. Robinson's point on the question of timing was accepted.

The Council's report was adopted.

Speaking as "an unpaid tax collector and moneylender to the Government," Mr. G. O. MADELEY, Sheffield, put to the meeting the first motion:—

THAT the Society should approach the Association of the British Pharmaceutical Industry and request that package circulars be included in all dispensing packs of ethicals giving the pharmacological aspects of the product concerned; and, where there are specific instructions for patients, these should be included on a separate leaflet or on a detachable part of the leaflet giving the pharmacological aspects.

He was seconded by Mr. D. H. GOULD, Exeter, who said it was impossible to keep up to date on new products, even with "all the filing in the world." Mr. H. C. B. THOMAS, Bristol, said manufacturers' literature should include information on side-effects and antidotes.

THE PRESIDENT said he had hoped somebody would speak about the inadvisability of passing pharmacological information on to the patient. Mr. S. F. WOODWARD, West Middlesex, did so, but there discussion ceased. The motion was carried.

Mr. K. LARDER, Sheffield, proposed that, in the interests of future members, the Society should commission the writing of suitable textbooks for the subjects included in Pharmaceutics III (practice of pharmacy). He said that at present there appeared no time for that subject in the degree course—"and student masters don't know what type of training to give." The Society should not await a commercial publication.

THE CHAIRMAN said a textbook cov-

ering the subject was being prepared by a member of staff of one of the schools of pharmacy.

Mr. G. J. HENDRA, Cornish Branch, denounced the degree course as being inadequate preparation for general practice. His remarks were refuted by Mr. C. W. MAPLETHORPE (chairman of the Education Committee) who said that the Society and the universities had agreed upon basic subject matter being incorporated into the degree syllabus. The Committee was fully aware of the need for textbooks, but felt that they would best arise "naturally, from the teachers." An amendment was put by Mr. J. V. MITCHELL, South-east Metropolitan, that the Society should sponsor the publication of monographs, written by accredited experts, on subjects of general interest. He said the practising pharmacist had little time for reading, though more than ever before he needed information. Mr. Mitchell suggested 20-30 pp. booklets, "in readable phraseology." Mrs. M. E. BOX, seconding, asked that the booklets should include references.

Mr. T. D. TURNER, Cardiff, said publications already issued by the Society should be included in part in the Society's journal and bound separately for the practising pharmacist.

The amended motion was carried.

Through Pharmaceutical Channels

Mr. A. FROST, Wolverhampton, proposed the next motion, which he considered had arrived "120 years too late":

THAT the supply of medicines to the public should only be through pharmaceutical channels, and that the Society be urged to press for legislation to restrict the sale of medicines for human consumption to pharmaceutical channels. To try to eliminate existing rights of doctors, dentists and hospitals was, he said, absurd. The proposal was directed more against supermarkets and chain stores. "I urge the Society to press for legislation in this matter. If the way is hard and they have some setbacks, don't throw them overboard and turn to the N.P.U."

THE CHAIRMAN said the Society believed medicines should be distributed through pharmaceutical channels unless in exceptional circumstances. If a medicine were "harmless," to sell it would be disreputable anyway.

"In Pompey we like to go the whole hog," said Mr. N. FRANCIS, tabling an amendment that deleted "medicines for human consumption to pharmaceutical channels" from the motion and substituted "all medicines." Mr. A. H. DYSON, Birkenhead, considered the amendment unrealistic. Veterinarians had compounded and dispensed medicines for many years. Was it in fact illegal for the pharmacist to prescribe treatment for an animal. Mr. F. W. ADAMS (registrar) replied that it was, but that recommendations over the counter might be considered in a different light.

Mr. K. JENKINS, West Herts, said the amendment would not help rela-

tionships with the veterinary profession but Mr. HENDRA said that it should nevertheless be supported on principle. Some manufacturers were at fault in refusing to supply pharmacists with veterinary items.

The amendment was lost but the motion carried.

Another motion, put by Mr. A. G. REED, Leeds, went further in urging that the Society should endeavour to obtain for its members the sole legal responsibility for compounding, dispensing and retail sale of medicines for human use. The speaker laid emphasis on the word "legal," and on the inclusion of "dispensing" in the motion, a point endorsed by Mr. D. J. CRAWFORD, Colchester, who spoke "as a country chemist in vicious competition with a doctor."

Mr. M. A. GUERNIER, Portsmouth, put forward an amendment deleting the words "for human use." Members of his Branch did not want to deprive veterinary practitioners of income, but were fighting unqualified staffs at animal dispensaries, "where the veterinary surgeon conveniently calls once a week to attend to difficult cases." Again the amendment was lost and the motion carried.

Mr. W. A. BEANLAND, Folkestone, proposed:

THAT immediate and urgent action by the Society is necessary, in order to ensure that the practice of pharmacy is confined exclusively to pharmacists, and that as a first step the Council should form a co-ordinating committee with other recognised pharmaceutical organisations.

He thought such a committee might reconcile differences within the profession. Its representatives might attend all meetings of those organisations and back up decisions they considered for the good of pharmacy as a whole. He listed six "dictators" who were responsible for pharmacy's "desperate position": Mr. Enoch Powell; the Board of Trade; the Monopolies Commission and Registrar of Restrictive Trading Agreements; the manufacturer distributing through other channels; unqualified directors on boards of multiples and Co-operative societies; and cut-price stores. It was time the Society convinced those dictatorial elements that pharmacists were professional men working in a professional manner. He also advocated control by the Society over advertising.

Co-ordination in Progress

THE REGISTRAR said that such a co-ordinating committee had been formed and would discuss matters of common interest. It provided for the first time an opportunity of seeing pharmacy as a whole and evolving broad policies. Points made by the proposer on professional aspects were on the lines of the report on the General Practice of Pharmacy.

The motion was carried.

Branch finances were the topic of a motion from North Staffs, moved by

MR. G. L. WALTON, which proposed that the Branch grant should be increased by 25 per cent., "subject to a minimum of £15 and maximum of £25." He said the cost of holding Branch meetings was increasing. Without an increase in grant, they would have to be reduced. MR. J. CHILTERN, Glasgow and West Scotland, who seconded, said some expenses were not related to the numbers of members. The proposed increase would give a fixed allowance, then a capitation based on numbers.

MR. B. J. PHILLIPS, Bournemouth, spoke "for and against" the motion. It was too rigid, and would tie the Council's hands. Most Branch enthusiasm, he said, emanated from social activities "above and beyond" those recommended in the Society's notes for Branch secretaries. On the other hand his own Branch had an overdraft, so he supported the motion. MR. A. H. MOSELEY, Birmingham, claimed that his Association subsidised the Branch and suggested a meeting of Branch treasurers to discuss the problem.

THE REGISTRAR said the notes for Branch secretaries outlined activities for which grants were made.

Other speakers considered that the present grant system was unfair to small and to active branches. Other speakers suggested means of economising. THE PRESIDENT said the Council was quite prepared to face some increases, and had been discussing the subject. The motion was carried.

A motion calling for the formation by the Society of a trade union "empowered to negotiate on remuneration and conditions for all pharmacists" was withdrawn after a deal of argument, in which it was pointed out that the topic had been covered in a resolution passed the previous evening [see report].

Self-medication was deplored by MR. G. THOMPSON, Bedfordshire, in a motion proposing that the Society should press for the removal of the 2s. levy on National Health Service prescriptions.

THE CHAIRMAN pointed out that the Society had protested at the time the levies were imposed. The Council had then asked members to report cases of hardship, but replies had not been forthcoming.

The motion was carried.

Afternoon Session

MR. G. N. BOOTH, Bedfordshire, proposed that the Society should, through its inspectors, bring greater pressure to bear on pharmacies of an unsatisfactory standard. He felt that no public relations campaign could be fully effective so long as a minority of members—whose effect bore no relation to their number—continued to bring discredit on the whole profession. The Council should lay down minimum standards of hygiene, etc.

The motion, which was seconded by MR. S. E. MORGAN, Luton, was carried.

MR. M. GORDON, Leeds, proposed the next motion incorporating an amendment (which his Branch accepted) from Portsmouth Branch, that, where a member of Council was obliged to engage a locum during his absence on official Council business, he should be paid a fixed amount as locum fee.

Mr. Gordon said the motion represented an effort to widen the ranks of possible Council members and to create "a real democracy."

MR. A. G. REED, Leeds, seconded.

Requested by the president to comment, THE REGISTRAR (Mr. F. W. Adams) said that membership of the Council entailed a considerable sacrifice of time, irrespective of whether a locum had to be employed. If it were desired to provide some compensation for members, the Council would consider that it should apply to all.

MR. T. W. FISHER, Leeds, was anxious that employee pharmacists should be financially safeguarded. He felt situations could arise with an employer that might make it difficult for the employee to stand for Council.

The motion was carried.

MR. S. DURHAM, Sheffield, proposed that the Society should stimulate branches and members to use the occasion of the centenary of the British Pharmaceutical Conference to obtain maximum favourable publicity for pharmacy in their areas. MR. W. V. BURTON, Sheffield, seconded.

Uniformity in Displays

An amendment to ensure uniformity throughout the country, by providing some form of window display to be charged to the establishment at cost, was proposed by MR. G. J. HARVEY, Thames Valley, who was in favour of the motion but was concerned that the sort of publicity obtained was of the right sort.

Seconding, MR. J. A. PLENDERLEITH, Thames Valley, felt that a countrywide show of unity among members was "a matter of vital importance."

The amendment and the substantive motion were carried.

MISS S. B. FLEET, North Staffs, proposed:

THAT in view of the importance of the report of the Committee on the General Practice of Pharmacy no proposals derived from this report should be implemented by the Council until they have been submitted to a special Branch Representatives' meeting.

Miss Fleet pointed out that there was a precedent for the proposal in the way the Statement on Matters of Professional Conduct had been ratified.

Seconding the motion, MR. C. E. TURNER, North Staffs, declared the Branch system to be "one of our greatest assets." He opposed an Epsom and Surrey Branch amendment that favoured a national referendum of pharmacists. Branch delegates were able to represent and express all shades of opinion, whereas previous experience caused him to doubt whether the response to a postal referendum would exceed 10 or 20 per cent. The amendment, which was proposed by MR. R. C. BARDSLEY, Epsom and Sutton, was defeated, and the motion carried.

MR. K. JENKINS, West Herts, proposed that the recommendations of the report of the Committee on the General Practice of Pharmacy should be fully implemented, and that the process should be expedited by the adoption of an adequate professional fee as resolved at the 1961 Representatives' meeting.

Mr. Jenkins asserted that the motion did not contradict the previous one,

despite appearances. Since the war, two phenomena had so shaken the foundations of retail pharmacy that, unless they were relaid immediately, it would perish within ten years. First, the Government, by condemning the Chemists' Federation had given *carte blanche* to other traders to sell any medicines not restricted by the poisons and therapeutic substances legislation. Secondly, the Pharmaceutical Society, envisaging the increasing complexity and diversity of modern medicines, had raised academic standards so that the new pharmacist had a truly professional qualification and a corresponding scarcity value. Under those conditions, pharmacists had to assume that previously subsidised merchandise (e.g., toiletries) would be promoted by other retailers as "loss leaders" and that therefore dispensing would have to pay for itself. That could only be done by showing the Government and the public that pharmacy was primarily a profession. "Because we are compelled to stock a large range of medicines at a profit margin laid down by an unjust, unapproachable and ruthless Minister of Health, we are driven by his actions to demand a fee, not as a matter of privilege, but as the basic means of survival to give the service which he and the public expect."

Towards Professionalism

The subsidy on trading activities having been removed, the trend towards professionalism must be accelerated. That could best be done by accepting the report in principle, but by linking it with the immediate need for a professional fee, without which pharmacists could not afford to be professional.

The motion was seconded by MR. W. W. HUDSON, Bradford.

MR. J. HIATT, Coventry, opposed the motion, in the belief that it did in fact contradict the previous motion.

MR. GRAINGER explained that the report could not be implemented without further discussion. Branch response to it was in process of being analysed and would be before the Council when it considered the report and formulated policy. As a further safeguard, the matter would then be referred back to a special general meeting of members.

The committee set up to inquire into professional fees was now at the draft stage.

The motion was carried.

MR. C. E. TURNER, North Staffs, proposed:

THAT the Council should appoint a committee with urgent and important terms of reference to study ways and means by which our professional status may be raised, and also initiate a sociological study for the maintenance of this status in the future.

MR. G. L. WALTON, North Staffs, seconding, said that the "somewhat vague" terms of the motion were intentional and designed to give the Council the broadest scope.

MR. K. HOLLAND, Romford, opposed the motion. He did not think that a high public estimate of a profession was necessarily related to the financial reward it might expect. The formation of yet another committee would, he believed, only serve to slow down the existing machinery.

The motion was defeated when voted on. MR. W. B. TURNBULL, Tees-side, proposed the final motion that, following discussion on limitation of pharmacies at the Branch Representatives' meeting, 1960, and in the report of the Committee on the General Practice of Pharmacy, 1961, the Council should take immediate steps to obtain control of the distribution of retail pharmacies.

Mr. Turnbull pointed out that adopting the resolution would mean a change in the law. Its intention was to ensure that a good pharmaceutical service was available to the public where it was required.

MR. T. GOULD, Tees-side, seconded.

MR. GRAINGER agreed that new legislation would, indeed, be needed to implement the motion to effect control of pharmacies, but considered that the chance of success would be slight, in view of the Government's present mood against restrictive trading. A possible line of approach might be the restriction of Health Service contracts to population needs. The Pharmaceutical Society had recently been requested by the Ministry of Health to undertake a review of overall pharmaceutical manpower. That had been agreed to and was likely to be a lively future issue.

MR. C. MELLOR, Stockport, stated that opinion on a similar motion at the recent National Pharmaceutical Union area conference at Buxton (see *C. & D.*, May 19, p. 539) had been "dead against" limitation. Pharmacy students expected it as a right to be able to open their own businesses.

MR. GRAINGER pointed out that the Buxton resolution had in fact been passed.

Limiting Pharmacies

MR. G. O. MADELEY, Sheffield, said that the Practice of Pharmacy report had suggested the grouping of pharmacies but what, he asked, could the Society do about the "smart Alec" from another town opening another shop?

MR. G. J. HENDRA, Cornish Branch, wanted to know what would happen if the Minister of Health decided to restrict contracts, so that more dispensing was done by fewer pharmacies at a lower rate of oncost?

MR. A. H. DYSON, Birkenhead, declared that pharmacists were already experiencing economic limitation. It had been stated at the Buxton meeting that in 1961 eighty retail establishments had closed. It was surely better that closure should result from imposed limitation than from economic losses.

MR. G. J. HARVEY, Thames Valley, considered that control of pharmacies and elimination of competition might lead to direction of pharmaceutical labour and, "before you know where you are," to nationalised retail pharmacy.

MR. M. A. GUERNIER, Portsmouth, thought that three months' notice of intention to open a new pharmacy should be conveyed to the local Executive Council.

MR. D. ROYCE, Leeds, feared that limitation of pharmacies might enable the "big combines" to "mop-up the lot after a while."

MR. K. JENKINS, West Herts, felt the emphasis of the motion was on distribution rather than limitation. It was not unreasonable for an intending phar-

macy proprietor to approach his local Executive, Branch or the Society, from which, he believed, the fullest co-operation would be forthcoming. "The

more we get true relations between the Council and the membership the less huge will these problems appear to be." The motion was carried.

COLOUR FILMS AND FIRST AID KITS

Results of recent consumer tests

THE Consumers' Association, Ltd., in the May issue of their journal *Which?* report on some of the colour films available on the market, and on first-aid kits. Ten reversal and six negative films were tested and a series of three daylight and two indoor photographs taken with each. At least seven films of each brand were used. After the films were processed the best slide or print of each test photograph per film was judged by a panel for colour bias, brightness, sharpness, naturalness, and other supplementary factors. The panel were also asked to comment on the general pleasingness of each picture. *Which?* supplemented their assessments by plotting the characteristic curves of each of the films and found that the panel's judgment coincided largely with the characteristic curves. Experiments were performed to determine the degree of exposure latitude of the films. The negative films were confirmed to allow much greater exposure error than was possible with the reversal films.

Uneven Print Quality

The Association states that, on the whole, the standard of processing reversal films and of developing negative films was "fairly good." The quality of the printing however, as against developing, varied considerably. Seven of the ten reversal films showed either colour bias or unnatural brightness or dullness, or poor tones. The three remaining reversal films jointly considered the "best buys" were: Agfacolor CT18, Ektachrome and Kodachrome. Neither of the two negative films adjudged the joint "best buys" (Gevacolor N5 and Kodacolor) had much colour bias in indoor or outdoor photographs. They were both "com-

paratively sharp and considered about right for brightness." No mention is made in the report of Agfacolor CK, Kodachrome II (for artificial light) or of the colour films manufactured by Ilford, Ltd. The Association explains that was because they were introduced too late to be investigated or because the [then] existing brands were superseded by the time the report was published. The Association hope to issue a supplementary report on those films in the near future.

First-aid Kits

The report on First-aid Kits "is based on the present state of medical knowledge, not on comparative testing." The contents of twenty-five branded first-aid kits, varying in price from 2s. 3d. to £2, are itemised under the headings "items preferred" (i.e., essential ones), useful but not essential items, and items for which better alternatives were considered to be available. The report gives advice on first aid for wounds, namely, clean thoroughly and keep clean, do not touch, do not breathe on and do not leave exposed. It warns that waterproof dressings should only be used when absolutely necessary because they tend to make a wound soggy. For burns, *Which?* recommends "what is now the doctors' advice," viz. to cover the burn immediately with a non-medicated sterile dressing. A 1 per cent. solution of cetrimide is suggested as "a good harmless cleaner." For removing foreign bodies from the eyes, eye sponges or camel hair brushes are not recommended "as they are unlikely to remain clean." No "best buy" is recommended. Instead, *Which?* tabulates the most useful items of make-up for both home and portable first-aid kits.

THE PHARMACY OF SILICONES

Enfield chemists told of their applications

OPENING an address on the pharmacy of silicones, given to the Enfield Chemists' Association on April 16, Mr. R. Levin spoke of his introduction to the silicones during routine investigational work. His interest in them turned to their possible applications in pharmacy and medicine. The speaker outlined their chemistry, emphasising their chemical inertness and physical properties of low surface tension, water repellency and "tailored" viscosities. Exhaustive toxicity studies had, he said, shown silicone polymers to be remarkably innocuous. Their anti-foam properties had been utilised in overcoming foam obstruction in pulmonary oedema and in the suppression of severe flatulence in ruminant animals. Methyl-phenyl silicone fluid had been successfully used as an eyelid lubricant with artificial eyes, and silicone rubbers had found wide application in surgery, including use as "by-pass" tubes in obstructive

hydrocephalus and the reconstruction of bile ducts and urethras. Sponge silicone rubbers were being used as reconstruction materials in plastic surgery.

In dermatology silicones were used as barriers against industrial irritants; to prevent skin erosion around oozing sites; and as a substitute for soft paraffin in sensitive patients.

The speaker said that, in cream and emulsion formulations, it was important to include "ample proportions" (10 to 30 per cent.) of silicone fluid.

Silicone treatment of glassware gave it a high water-repellency that was of value in draining injection vials, containing multiple-dose suspensions.

Other Matters

The meeting concluded with a further discussion on the report on the General Practice of Pharmacy. The Association is donating £40 to the Pharmaceutical Society's Benevolent Fund.

IN PARLIAMENT

BY A MEMBER OF THE PRESS GALLERY, HOUSE OF COMMONS

AN amendment to delete the Chancellor's proposals to increase the rate of purchase tax from 5 per cent. to 10 per cent. was moved by Mr. DOUGLAS HOUGHTON on May 15. MRS. BARBARA CASTLE complained that increases in purchase tax provided an opportunity for manufacturers and others to give "another upward twist to the inflationary spiral by pocketing a little extra for themselves." The amendment was rejected. Mr. G. R. MITCHISON moved an amendment to leave out the purchase-tax provisions relating to sweets, soft drinks, and similar goods. Mr. GERALD NABARRO deprecated the habit of certain manufacturers of sweets and soft drinks in increasing their prices by much more than the net increase in purchase tax. Mr. SELWYN LOYD (Chancellor of the Exchequer) said that, when additions were made to purchase tax, the additions, and no more, should be put on the price of goods, and if reductions were made they should be passed on.

Weights and Measures

MR. GEORGE DARLING asked the President of the Board of Trade on May 17 if he intended to introduce a Weights and Measures Bill following the report of the Committee on Consumer Protection. Mr. NIALL MACPHERSON (Parliamentary Secretary to the Board of Trade) replied that the Government intended to introduce legislation so soon as the Parliamentary time table permitted.

Resale Price Maintenance

MR. DARLING asked the President of the Board of Trade on May 17 why he did not intend to publish the report of his inquiry into Resale Price Maintenance. It was an important matter in the trading system of the country, and was there any way in which the contents of the report could be made known? Mr. NIALL MACPHERSON said that the Government was considering the matter. Mr. GRESHAM COOK asked whether since there had been three public inquiries into resale price maintenance in the past few years, it was not unnecessary to have a departmental one? Mr. MACPHERSON said "Of course the situation changes both here and abroad."

Gamma Globulin

SIR ANTHONY HURD asked the Minister of Health what steps were being taken to increase the supply of gamma globulin. Miss EDITH PITT (Parliamentary Secretary, Ministry of Health) in a written reply on May 21 stated that the Minister of Health had asked the Medical Research Council to assess the national requirements of gamma globulin for protection against rubella and other purposes. Meanwhile supplies were being imported.

SIR HUGH LINSTED asked the Minister of Health whether the working party that had been examining the law relating to poisons and medicines had completed its work. Mr. ENOCH POWELL (Minister of Health) in a written reply on May 21 stated "This is a study by officials, which is not for publication."

Stannous Fluoride

MR. LAURENCE PAVITT asked the Minister of Health if he was seeking information on whether or not the presence of stannous fluoride in tooth-paste gave additional protection against dental decay. Miss EDITH PITT gave a negative reply in writing on May 21.

Driving and Drugs

SIR BARNETT JANNER asked the Parliamentary Secretary for Science on May 16, whether he was aware that, though some recent medical research had shown that some tranquilliser drugs could impair the ability to drive a motor vehicle, little was known about the influence of such drugs in that respect; and whether, in view of the fact that he was now proposing to alter the law so that it would in future be an offence to have taken drugs to such an extent as to impair the ability to drive properly he would take steps to ensure that comprehensive research was undertaken on the effect of tranquillisers and other drugs on driving. Mr. DENZIL FREETH (Parliamentary Secretary, Science), "It is already an offence to drive or to be in charge of a motor vehicle while under the influence of drink or drugs to such an extent as to be incapable of exercising proper control of that vehicle. The evidence does not suggest that the consumption of tranquilliser drugs is a significant factor in road accidents in the United Kingdom. Research into the general pharmacology of these drugs is already being carried out and the possible need for research into the effect of tranquillisers and other drugs on driving will be borne in mind."

Antibiotics in Milk

LORD DOUGLAS raised a question in the House of Lords on May 9 about the presence of penicillin and other antibiotics in milk. EARL WALDEGRAVE said that surveys had been carried out very recently. Results were being analysed.

COMPANY NEWS

Previous year's figures in parentheses

MAY ROBERTS (IRELAND), LTD.—Dividend is 20 per cent. for year ended January 31, on increased capital (same on smaller capital). Profit, before tax is £49,985 (£39,625).

JAMES WOOLLEY SONS & CO., LTD., and THE BRITISH DRUG HOUSES, LTD.—The British Drug Houses, Ltd., has made an offer of £1 a share for the £134,214 issued ordinary capital of James Woolley, Sons & Co., Ltd. The directors of Messrs. Woolley recommend acceptance of the offer and propose to accept in respect of their own holdings.

BEECHAM GROUP, LTD. — Although total sales for the year ended March 31 were over £2 million higher at £58,631,000 group trading profit fell to £7,913,000 from £8,364,000. Taxation charge is £3,471,000 (£3,807,000) and net profit after tax £4,041,000 (£4,143,000). Amount attributable to parent is £4,026,000 (£4,127,000). With a final dividend of 14 per cent. declared,

the total distribution for the year is unchanged at 30 per cent.

WRIGHT, LAYMAN & UMNEY, LTD. — Trading profit for 1961 was £189,074 (£150,933) and after various investments added and depreciation and directors' fees, etc., charged, £158,882 (£126,868). After taxation charges at £82,908 (£65,867) net profit was £75,974 (£61,001). Proposed dividend for year is 30 per cent. (27½ per cent.) plus proposed bonus of 5 per cent. (nil). The chairman (Mr. G. Bradley) in his annual statement draws attention to recent achievements in the export markets where "pharmaceuticals increased substantially," but is cautious on the subject of future export prospects.

RECKITT & COLMAN HOLDINGS, LTD.—Sales, excluding inter-company, rose from £70.5 millions to £78.1 millions in 1961. Trading profit, after absorbing exchange losses, improved to £10,040,000 (£9,921,000). Dividend is maintained at 12 per cent. It is proposed to sub-divide the £1 Ordinary into 10s. shares. Exports from the United Kingdom increased slightly and profits were satisfactory, the chairman (Mr. J. B. Upton) reports. The value rose to just over £5½ millions. Mr. Upton believes it will be good for the company that Britain should join the Common Market—provided the right terms are forthcoming.

FISONS, LTD.—The board expects the trading profit of the group (before taxation) for the year ending on June 30 to show a reduction of rather more than £1¼ million against the trading profit of £3,606,811 in the previous year. The board's preliminary statement adds that the fall stems principally from a drop in sales of compound fertilisers in the present accounting year, which it is believed accords with the general experience. "In Fisons' case this has been accentuated by the exceptionally high level of fertiliser sales at special discount prices in May and June 1961 for use in the current season." The board has decided to maintain an interim dividend of 4 per cent., although it is clear that there will have to be a "modest" reduction in the final dividend to be paid by the company.

MILES LABORATORIES, INC., Elkhart, U.S.A.—Consolidated net sales in 1961 amounted to \$91.0 millions (\$82.3 millions) and income from operations to \$11.9 millions (\$9.2 millions). Retained earnings at end of year were \$21.4 millions (\$18.2 millions). A three-for-one stock split became effective on January 11. Based on the split net earnings per share were \$1.37 against \$1.07 per share a year ago, which is equivalent to \$4.11 per share prior to the stock split (\$3.21 previous year). The annual report states that sales in the international division were up by 5 per cent. on the previous year but "because of depressed economic conditions in the domestic English and Canadian markets, growth in those countries during the year did not match the average pace of the previous five years." Improvement is expected in 1962 and a strong effort is being made to obtain deeper market penetration for existing and new products.

BUSINESS CHANGES

WENDELL NICHOLAS (CHEMISTS), LTD., have opened a branch at 10 Whitewalls, Swansea.

EUSTACE PEDLAR, LTD., have acquired the pharmacy of L. T. Warn, Ltd., 58 Salisbury Road, Plymouth.

MR. P. F. SIMPSON, B.Pharm., M.P.S., has acquired the pharmacy of Mr. J. Balshen at 51 Hollingwood Crescent, Hollingwood, Chesterfield, Derbyshire.

SCHICK INC. (U.K.), LTD., have moved their offices from London to their new factory at New Pound, Wisborough Green, near Billingshurst, Sussex (telephone: Wisborough Green 441).

Appointments

REED CARTONS, LTD., have appointed Mr. W. J. S. Austin general manager of their northern branch at Newcastle-on-Tyne; Mr. E. E. B. Davis has been appointed assistant general manager of the branch.

PHOTOPIA, LTD., Newcastle, Staffs, have appointed Mr. D. Coupe their sales manager. Mr. Coupe is to spend a good deal of time in the field with sales staff to maintain personal contact with wholesale and retail customers.

JOHNSONS OF HENDON, LTD., have appointed Mr. J. C. Walker general manager of their photo finishing equipment section. Mr. E. S. Goddard has taken over from Mr. Walker as industrial representative for London (North of the Thames and Middlesex). Other new appointments are: Mr. R. H. Paines, industrial representative for South-east England, and Mr. G. Watts, for Yorkshire, Northumberland and Durham.

THE Companies Registration Office and the Registry of Business Names are being transferred to new premises at Companies House, 55 City Road, London, E.C.1 (telephone: Clerkenwell 9393). To transfer the offices and at the same time maintain a service to the public, the Board of Trade state that it is hoped to observe the following programme:—*June 1.*—The public search room in Bush House will close at 1.0 p.m. to enable the repository staff to transfer files 1–285,280 (registered between 1855 and 1933) from Chancery Lane House to City Road. *June 8.*—The Companies Registration Office and the public search room in Bush House will close at 1.0 p.m. During this (Whitsun) week-end the public counters and search room and as many files as possible will be transferred to City Road, where the Companies Registration Office will open for business at noon on Tuesday, June 12. *July 7 and 8.*—The Registry of Business Names will be transferred from Lacon House to City Road.

MARRIAGES

WATSON—ABERNETHY.—At Belmont Presbyterian Church, Belfast, Northern Ireland, on May 19, Alfred Stanley Gordon Watson, Comber, Belfast, to Cora Blakely Abernethy, M.P.S.N.I., 480 Upper Newtownards Road, Knock, Belfast.

Golden Wedding

HANLEY—PATTISON.—At Harton Parish Church, South Shields, co. Durham, on May 23, 1912, Arthur William Hanley to Isabella Pattison. Present address:—50 Gresham Road, Brixton, London, S.W.9. Mr. Hanley served thirty-eight years with the Washington Chemical Co., Ltd., until he retired in December 1948.

DEATHS

ANDREWS.—Recently, Mrs. Lilian Irene Andrews, wife of Mr. A. B. Andrews, M.P.S. (secretary and a director of A. B. Andrews (Chemists and Opticians), Ltd.), Aberaman, Aberdare, Glamorgan. Mrs. Andrews was president of the Women's Social Centre, Aberdare, and Duffryn Aman Nursing Cadets; a past president of Inner Wheel and Aberaman branch British Legion ladies' section.

FLACH.—On May 15, Mr. Paul Jules Flach, aged fifty-four. Mr. Paul Flach was chairman of Joseph Flach & Sons, Ltd., 140 Falkland Road, London, N.8, and a son of the founder. He joined the company thirty-nine years ago.

FLINT.—On April 27, Mr. John Percy Flint, M.P.S., 115 Wolseley Road, Plymouth, Devon. Mr. Flint qualified in 1920.

FRIDAY.—At a public meeting at Gerrards Cross, Bucks, on May 9, Mr. Frank A. Friday, honorary economic adviser to the Resale Price Maintenance Co-ordinating Committee, aged fifty-two. Mr. Friday was co-author with Mr. P. W. S. Andrews of "Fair Trade: Resale Price Maintenance Re-examined"; and the author of "Shops and Prices: Inquiry into Resale Price Maintenance."

Mr. G. McAllister writes:—A respect for facts was the most striking characteristic of Frank A. Friday. It was natural that such a man, choosing the twin fields of statistics and economics as his profession, should speedily make a reputation for himself. The University of London recognised his great ability by awarding him the Gilchrist medal. He was constantly in demand as a lecturer and a writer. Soon after the Resale Price Maintenance Committee was formed, Frank Friday, in collaboration with P. W. S. Andrews (a Fellow of Nuffield College, Oxford), completed the treatise "Fair Trade — Resale Price Maintenance Re-examined." "Fair Trade" is not altogether easy reading and books on economics seldom qualify as "best sellers," yet "Fair Trade" went into several editions and was sold in thousands of copies all over the country. If, today, throughout the country more Members of Parliament and more editors understand that there is a strong case for Resale Price Maintenance, a great deal of the credit must go to Frank Friday.

GAFFIN.—On March 24, Mr. Hyman Myer Gaffin, M.P.S., 316 Platt Lane, Manchester, 14. Mr. Gaffin qualified in 1921.

HOWELL.—On May 1, Mr. David Griffith Howell, M.P.S., Heriots, Camden Road, Brecon, aged seventy-three.

PRESCOTT.—On May 7, Mr. Albert Prescott, M.P.S., 4 Woodfield Avenue, Bebington, Wirral, Ches, aged sixty. Mr. Prescott opened businesses in Winton and Monton. After a period of managing pharmacies in the Liverpool and Birkenhead areas he became representative for Ayrton, Saunders & Co. Ltd. He was elected to the committee of the local branch of the Pharmaceutical Society in 1951, was social secretary from 1953–56 and president of the Association and chairman of the Birkenhead and Wirral Branch 1957–58. Latterly he again held the position of social secretary.

RIDDLE.—On May 20, Mr. Nicholas Riddle, M.P.S., Wings, Carter's Corner, Hailsham, Sussex. Mr. Riddle, who formerly lived at Eastbourne, qualified in 1909.

SLADE.—On May 17, Mr. Ernest Leslie Slade, M.P.S., D.Opt., 3 Beresford Avenue, Tolworth, Surrey. Mr. Slade, who qualified in 1909, was at one time in partnership at Kew, Surrey, and later started on his own account at Brighton Road, Surbiton. He retired in mid-1940's but retained his optical interests until two years ago. He was a former secretary and president of the Thames Valley Association and branch of the Pharmaceutical Society.

VAN DEN BERG.—In London, on May 19, Mr. Albert Van den Berg, aged eighty-six. Mr. Van den Berg was a former chairman of Van den Berghs and Jurgens, Ltd.; grandson of founder of the firm and a former vice-chairman of Lever Bros. and Unilever, Ltd.

PERSONALITIES

DR. R. E. PARKER, who is lecturer in organic chemistry at the University of Southampton, has been appointed secretary and registrar of the Royal Institute of Chemistry from October 1.

MR. HARRY STEINMAN, Manchester (a member of Council of the Pharmaceutical Society) has been appointed a member of the Standing Pharmaceutical Advisory Committee for the period to March 31, 1964.

ALDERMAN ERNEST B. ROBINSON, who is chairman of Robinson & Sons, Ltd., Chesterfield, was inaugurated as mayor of Chesterfield on May 22 and thus becomes the sixth member of the Robinson family to hold mayoral office. Alderman Robinson joined the family business and entered the cardboard box side of the company in 1925. In 1929 he became manager of the rigid box department, and in 1935 was appointed to the board. On the formation of the divisional boards in 1954, Mr. Robinson became managing director of the box division, and succeeded Colonel V. O. Robinson as chairman of the company five months ago.



NEW PRODUCTS AND PACKS

A Remedy for Athlete's Foot.—Scholl Manufacturing Co., Ltd., 182 St. John Street, London, E.C.1, have launched a new speciality, S1, against athlete's foot. The new product is claimed to stop itching, promote rapid healing and prevent a spread of the infection.

"Safe Aid" Kit.—Bio-Clinical Products, Ltd., 226 Strand, London, W.C.2, have produced, for use in the home or by motorists, caravan owners, yachtsmen, etc., a "Safe Aid" kit containing sterilised dressings in medium and small sizes, bandages in 1-in. and 2-in. sizes, antiseptic solution, cotton wool, Elastoplast first-aid dressings and triangular bandage. The pack is a hinged-lid cardboard box printed in light blue and red on white.

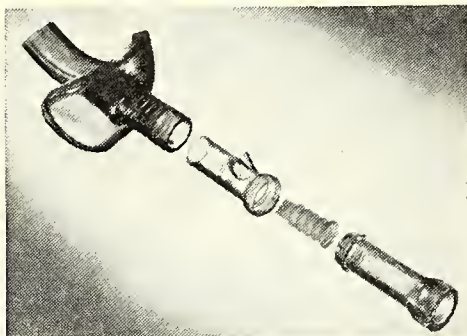
Soap-free Washing Tablet.—Under the name Sevana, Evans Medical, Ltd., Speke, Liverpool, 24, have launched a new soap-free product suitable for cleansing the skin in health or disease. Sevana is understood to be suitable alike for hard or soft, cold or warm water, and to cleanse without upsetting the normal slightly acid pH of the skin. The cleansing properties are due to sulphated fatty alcohols without their low-molecular-weight fractions.

Diabetic Nut-milk Chocolate.—A. Wander, Ltd., 42 Upper Grosvenor Street, Grosvenor Square, London, W.1, have launched Wander diabetic nut-milk chocolate to replace Wander diabetic plain nut chocolate, which has been withdrawn. The analysis per oz. of the new product is:—Protein, 3.0 gm.; fat, 11.5 gm.; available carbohydrate, 3.4 gm.; sorbitol, 7.9 gm.; vitamin B₁ not less than 0.3 mgm. The product has been prepared in consultation with the British Diabetic Association.

Non-barbiturate Hypnotic.—Harvey Pharmaceuticals, a department of Pfizer, Ltd., Sandwich, Kent, have launched a new speciality, Arvynol brand of ethchlorvynol, described as "a potent non-barbiturate hypnotic, free from the disadvantages of the barbiturates." Arvynol is understood to induce sleep rapidly and smoothly and to have a hypnotic effect lasting about five hours. It is claimed not to cause habituation, initial excitation or respiratory depression, and to be unlikely to cause residual drowsiness. The average adult dose is two capsules at night. The pack is a bottle of 100 250-mgm. capsules.

For Mouth-to-mouth Respiration.—The Save-a-life-a-day Campaign (S.A.L.A.D.) offers a plastic airway tube

is now available in Britain from S. & M. LUKEY, 9 Whitecliff Road, Poole.—New components of the Brook Airway mouth-to-mouth artificial respirator



illustrated, which is marketed by SMITH & NEPHEW, LTD., Welwyn Garden City, Herts, are moulded in a hard crystal-clear plastics copolymer, Tyril 767 styrene/acrylonitrile copolymer supplied by British Resin Products, Ltd. The valve section incorporates a one-way valve to the lungs of the patient and an exhaust port through which the exhaled air escapes. The moulded sections of the Brook Airway screw into each other when the unit is assembled. They are light, resilient and, of course, clean.

All-day Deodorant.—Associated Products, Ltd., manufacturers of Quickies, have launched a new product: Quickies all-day deodorant, a roll-on deodorant



in glass container with special extra-large roller fitment that was styled in the United States. The product, claimed the first of its kind in Britain, is of a clear, pale pink colour. The bottle contains approximately 50 per cent. more, the makers claim, than any other comparable product. A crownier in cerise, white and black is available. Distributors are Fassett & Johnson, Ltd., 86 Clerkenwell Road, London, E.C.1.

Cream Powder in Seven Shades.—Richard Hudnut, Ltd., Eastleigh, Hants, have launched a new range of "pearled" cream powder under the Cloudsilk brand. The series features seven new fashion shades and is claimed the only one of its kind on

the market to promise a transparent pearly look. Individually cartoned refills are available in a 1-doz. display outer.

Compressed Creme.—Swandown Cosmetics, Ltd., 191 Latimer Road, London, W.10, are marketing a new product, Swandown compressed creme, which is available in four shades (brunette, naturelle, rose-tone and honey).

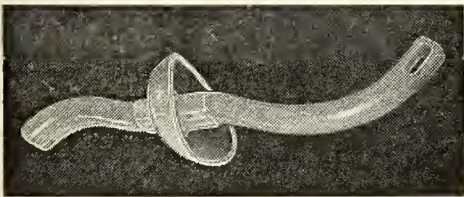
Anti-perspirant Deodorant.—A "delicate perfume of fresh red roses" is the characteristic feature of a new anti-perspirant deodorant issued by Yardley & Co., Ltd., 33 Old Bond Street, London, W.1. The red roses fragrance is claimed to help the deodorising action of the product, which has been created,



say the makers, to blend subtly with the majority of high-class perfumes. It also checks perspiration, and is understood to be harmless to fabrics, gentle to the skin, non-sticky and non-greasy, and quick drying. A new Yardley lipstick shade, Flashpoint, for the 1962 spring and summer, is described as "a most unusual and becoming pinky red, designed as a foil to the current fashion shades of blue, pink and lemon." A quick change refill is also available.

"Magic" Soap Novelty.—"Algy," a soap novelty issued in cartoned polythene bag, is described as "the only rabbit in the world with a magic growing silky fur." When the soap rabbit is removed from its polythene bag and exposed to the air, a thick coat of fine silky hair "grows" within the short period of three days. The "fur" reaches a length of approximately ½ in. and is produced by what is claimed to be "an absolutely pure and harmless cosmetic ingredient." The "fur" is composed of soluble soap and may be used for normal toilet purposes once the transformation has been observed. Suppliers are M. & R. Norton, Ltd., Adriant Works, 9 Park Hill, London, S.W.4.

Self-service Packs.—George Goodman, Ltd., Robin Hood Lane, Birmingham, 28, have produced new "show packs" for their Jewel and Ongard rustless brass and Unity nickel-plated safety pins, Kirby Beard hairpins and Kirbygrips.



designed to simplify the mouth-to-mouth method of resuscitation, also making it more effective and hygienic. Used extensively in America, the tube



Foam Bubble Baths.—André Philippe, Ltd., 71 Gowan Avenue, London, S.W.6, have produced two "dimple" bubble bath products: the company's "No. 3." Each is in a long-necked flask "dimpled" to attract the eye and fit the fingers and available in lagoon blue, coral red, seville orange and emerald green. Messrs. Philippe state that they are in temporary occupation of a factory next door to their previous premises, which were destroyed by fire, and that the production of the new bubble bath is already up to 75 per cent. of normal. Orders are, in fact, being filled as if there had been no fire.

BEAUTY ADVICE BRINGS BUSINESS

Customers created by the women's Press

THE pharmacist has a special and individual role to play in the world of beauty care. His influence is even increasing, and opportunities for expanding business are unlimited. So thinks Helen Temple, beauty editor of *Woman*, whose paper has a considerable influence on the sale of beauty preparations.

"Our emphasis is on care," says Miss Temple. "It may be that once beauty advisers concentrated merely on 'prettifying.' Today, we encourage the young woman to start a lifetime of care for her skin, her nails, her hair, her whole person. That kind of advice causes more to be spent on beauty preparations. In addition to make-up, readers are encouraged to use cleansing and skin creams. Care of the hair means not only frequent shampooing, but the use of conditioners, rinses, and hair brushes. Many young women, too, need advice on more than just cosmetics. They may have problems of acne or of general skin care. *Woman*, while always suggesting medical advice, gives general information about skin care.

As over 8 million women read *Woman* (two out of every five women in Britain), and as each week a special staff answer hundreds of individual queries by letter and telephone, the effect on over-the-counter sales is considerable. Brand names of recommended products are supplied to thousands of readers who inquire about them during the year. Surveys have shown that more cosmetics and beauty-care preparations are sold to readers than to non-readers of *Woman* in all age-groups from 16 to 64 years old.

It is, of course, to be expected that

the young are intensely interested in personal adornment and in the masking of blemishes, but the beauty editor finds also that, encouraged by the paper's beauty articles (and by their own daughters), older women are starting to take more interest in up-to-date beauty methods. At one time they would buy powder and lipstick and perhaps foundation cream. Nowadays, and mainly as a result of publicity in the women's papers, many want eye make-up too. In the coming summer a feature on out-of-doors health and beauty will stress the need for sun-tan lotions, deodorants, depilatories and even razors. Another will deal with 'figure consciousness' and suggest crispbreads as part of a slimming diet. Features on care of the nails will draw attention to the need for cuticle oils, while 'beauty in the bath' editorials will speak of oils, essences, and face packs as well as soaps and talcum powders. The usefulness of loofahs and pumice stone are being stressed.

A special need of many a reader is for individual attention and reassurance. The friendly pharmacist is the person to whom she can turn. If he is prepared to advise, to take note of her difficulties, and to offer a comprehensive range of products, she will return again and again. She will have been reminded by her paper about regular dental care, and buy a new tooth-brush; she will try out body lotions; in the summer she will ask for cosmetics and care preparations for the feet. A feature on home permanent waving will bring her in for a choice of 'perms' and of accessories. It is up to the pharmacist to go all out to attract her."

TRADE NOTES

Discontinued.—The Mentholatum Co., Ltd., Slough, Bucks, announce that they have discontinued issuing Mentholatum inhalant capsules.

Hair-styling Spray.—Swandown Cosmetics, Ltd., 191 Latimer Road, London, W.10, are makers of the Swandown aerosol styling spray in 6-oz., 8-oz. and 16-oz. sizes.

Now Taxed.—Fassett & Johnson, Ltd., 86 Clerkenwell Road, London, E.C.1, point out that purchase tax is now chargeable on Lockwood's fruit juices and Vironita gold seal (non-alcoholic) tonic wine.

Distribution Change.—English Grains Co., Ltd., announce that the distribution in the United Kingdom of Yestamin brewers' yeast tablets and powder in retail packs has been assigned to Kenneth Weston Marketing Service, Ltd., Castle Donington, Derby.

A Reduction in Size.—Phillips, Scott & Turner division of Winthrop Group, Ltd., St. Mark's Hill, Surbiton, Surrey, state that, from June 1, the contents of the dispensing pack size of Droxalin tablets is being reduced to 180 tablets, following an investigation into the usage of the pack by the average dispensing pharmacist.

Credits for Returns.—Imperial Chemical Industries, Ltd., Pharmaceuticals

division, Fulshaw Hall, Wilmslow, Ches., having reduced the price of Metilar tablets, state that credit is being given on stocks held by retail chemists as from May 18. Claims should be sent to the nearest regional sales office of the division, giving batch numbers of stocks held.

A Size Withdrawn.—Merrell-National (Laboratories), Ltd., 20 Savile Row, London, W.1, have discontinued the 20-oz. pack of Merbentyl syrup with phenobarbitone, leaving the 4-oz. pack the only one now available. Stocks of 20-oz. packs held by wholesalers, etc., are not being replaced or returned, but will continue to be issued against retail demand until exhausted. Merbentyl syrup continues to be available in both 4-oz. and 20-oz. packs.

Testing for Phenylketonuria.—Before the Phenistix test for phenylketonuria was developed, it was necessary to use a liquid method (see *C. & D.*, May 12, p. 519), but the difficulty in securing sufficient urine from a few-weeks-old baby caused the test to be rarely carried out as a routine. The Phenistix strip, manufacturers of which are the Ames Co. (division of Miles Laboratories, Ltd.), Stoke Court, Stoke Poges, Slough, Bucks, is pressed between the fold of the baby's nappy.

"Toughest" Vacuum Flask.—Claimed "the world's toughest popular-priced flask," the Freezheat manufactured by the British Vacuum Flask Co., Ltd., Wilson Road, Huyton, Lancs, has an exclusive long-life Expanda-vac stopper; all-round, non-drip pouring lip; polythene shoulder with double seal; canister design in red, blue, yellow or green, patterned with black-and-white contemporary design; Koolgrip cup, grooved to be comfortable to hold, even with hot drinks; and new concave base (extra safeguard against breakage).

"Model Pharmacy" on Show.—To coincide with the National Pharmaceutical Union conference in London at the end of May, William Mason & Son, Ltd., Shopfitters, Gelderd Road, Leeds, 12, are transforming their showroom at 94 Baker Street, London, W.1, into a model pharmacy and issuing special invitations to the 500 people expected to attend the N.P.U. meetings to visit the showroom. Other pharmacists, they say, will be equally welcome. Unichem, Ltd., and Bayer Products division of Winthrop Group, Ltd., have helped to dress the fittings, which are in the interchangeable Nordia system. The exhibition will last for the whole of the conference week (Monday, May 28 to Saturday, June 2) and will be open from 10 a.m. to 7.30 p.m. except on the Saturday, when the times will be 9.30 a.m. to 12.30 p.m.

Bonus Offers

HELENE CURTIS, LTD., 6 Albemarle Street, London, W.1. Instant Revivex hair conditioner. Twelve invoiced as ten. Until August 12.

COUNTY LABORATORIES, LTD., Great West Road, Brentford, Middlesex. Silvikrin shampoo. Twelve invoiced as eleven. Until June 1.

Correspondence

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed.

Old Catalogues Wanted

SIR,—If any of your readers are able to part with old catalogues issued by suppliers of druggists' sundries I should be most grateful if they would send them to me. With the help of a grant from the Nuffield Foundation I am compiling material for a "Dictionary of old English Hand Tools and Appliances" used in many different trades, and old catalogues would be most useful for this work. I refer particularly to illustrated catalogues issued before 1910 or thereabouts. It does not matter how old or soiled—indeed, the older the better. I shall, of course, be glad to refund the cost of postage and packing.

R. A. SALAMAN,
8 Holly Bush Lane,
Harpenden, Herts

Test Prescriptions

SIR,—I have read with interest Dr. H. M. King's question to the Ministry of Health (*C. & D.*, May 19, p. 540), answered by Miss Pitt, about test prescriptions. It is interesting to note the "conscience clause" for doctors. I feel this is a question which the pharmacist might ask himself before co-operating in this nauseating scheme. "How does my conscience feel?" The reply given by Miss Pitt is pathetic in its implication that the pharmacists will run amok, giving wrong medicines, unless kept under control. How can we call ourselves professional people when our very work is not accepted without examination? I feel we should refuse to participate in this humiliating scheme.

BERNARD HOLMES,
Coulson, Surrey

Why No Recognition?

SIR,—I have looked in vain for many months for some mention by the N.P.U. Executive and members of the services rendered to pharmacy and pharmacists by Mr. H. Noble, past secretary of the National Pharmaceutical Union. Mr. Noble has served pharmacy for at least twenty-five years and played an important part in the National Health Service negotiations. In common with many others, and especially Mr. G. Graham, he has worked unstintingly to obtain the best terms of service. Why is it that such prominent pharmaceutical personalities are allowed to depart from active participation in our affairs without some form of recognition? Perhaps at the forthcoming N.P.U. Conference the Executive will give a full and frank statement on why Mr. Noble left the National Pharmaceutical Union and why Messrs. Noble, Graham and Stearn have not been officially and publicly thanked for their services.

W. F. E. EUSTACE-PEDLAR,
Plymouth

The "C. & D." in Canada

SIR,—I always look forward to receiving my copy of the *C. & D.* each week, even though it is a few weeks

old by the time it reaches me. I am amazed how often names of people crop up with whom I was once acquainted during my days in Belfast, N.I. My sympathies are with the pharmacists of the United Kingdom over the stern measures taken by their Minister of Health. What other body of individuals would stand for such unfair and drastic treatment? I'm afraid democracy as we know it in Canada is non-existent in United Kingdom politics—or perhaps Mr. Enoch Powell has yet to discover it.

F. WILSON,
Hensall, Ontario



"ASPIRIN, SIR?"

Wanted a New Contract

SIR,—In your comments on the National Pharmaceutical Union area meeting, held in Buxton on May 13, you make no reference to a resolution which was adopted (unanimously I think) calling on the Executive Council to press the Chemist Contractors' Committee to lodge six months' notice to terminate our existing contract under the National Health Service. In view of the resolution carried at the Pharmaceutical Society's annual meeting on May 16, requiring the Council of the Society to act for all pharmacists in matters affecting their economic welfare, it now becomes more necessary than ever that we should place ourselves in such a position that the Society's Council can act. Therefore it is essential that we rid ourselves of the existing N.H.S. contract (by resolution of the meeting of Pharmaceutical Committee Representatives on May 30) and that the Ministry of Health be informed that we wish to negotiate a genuine contract, embodying the principle of a professional fee, and that we shall allow no body to act as negotiators on our behalf, other than the

Council of the Pharmaceutical Society. In this way we shall be assured that some action will be achieved within the next few months and judging by the tone of recent meetings and the result of the Council elections, we are all agreed that action must be taken. I had hoped to be present at the meeting of Pharmaceutical Committee representatives and to move a motion on those lines. Unfortunately staffing difficulties prevent this but I sincerely hope that some member attending, who shares my views, will present a proposition to that effect.

DONALD ROYCE,
Pontefract

Twisting or Twisted?

SIR,—Where is purchase tax accounted for on EC34, part B? Total ingredient cost is shown with the appropriate percentage for oncost, which gives the correct total. Either purchase tax has been neglected in this total of ingredients, in which case we are losing a considerable sum, or purchase tax has been included in the cost of ingredients, in which case a percentage profit has been made on the purchase tax (strictly illegal). Consider also: Suppose I dispense 1,463 scripts—I get 18.1 per cent. oncost, I then, at last minute, get another script for twenty-five ½-gr. phenobarbitone tablets, for which, according to the N.H.S. booklet, I get 1s. 5d. in full payment. My total scripts then number 1,464, for which I get only 18 per cent. oncost. On my figures that cut of 0.1 per cent. is equivalent to 6s. 10d. less for me to receive, so that my profit on dispensing that last prescription is a loss of exactly 4s. 5d. The product being a schedule 4 poison, should I submit the prescription for pricing and lose 4s. 5d., tear it up, or file it with my private prescriptions?

MUCH PUZZLED STRUGGLER

Unwanted Parcels

SIR,—The letters published referring to Hedex (*C. & D.*, May 5, p. 488) prompt me to relate briefly an experience of my own. Several years ago we received a parcel of "free" goods, upon which we should ultimately be asked to pay purchase tax if they were retained (i.e., they were *not* free), or which we could, if not wanted, return to the company's representative upon his next call (anything up to thirteen weeks away). I wrote to the company at once, pointing out that the goods were not free, that they were unordered and unwanted, and that I would keep them for seven days pending collection at their trouble and expense, after which time a storage charge of 1s. per week would be made. After several letters and nearly six months, the parcel was returned to the representative, and I collected £1 2s. It has since been suggested that the charge could not have been enforced, but I fail to see why not. After all, one pays to have furniture stored, and storage space in any pharmacy is at a premium. May I sug-

gest similar action, at least by a majority of retail pharmacists when this method of distribution is attempted?

E. L. WATKINS,
Bristol, 4

Pharmacognosy Reoriented

SIR,—If, as Mr. Hugh Campbell (head of the School of Pharmacy, Heriot Watt College, Edinburgh) wrote in *Counterscope*, the emphasis in pharmacognosy were shifted from applied botany to more chemical aspects, the subject could still be important in the pharmaceutical curriculum. More consideration would then be given to the detection, isolation and modification of the active principles in biological material. That would be much more useful than the time at present spent searching galenical powders through a microscope for trichomes and oxalate crystals which students probably never see again once they are qualified.

C. McLAUGHLIN,
Glasnevin

Reputable?

SIR,—While I agree wholeheartedly with Mr. Cripps' letter regarding the price cutting campaign of Lewis & Burrows, Ltd. (*C. & D.*, May 12, p. 513), I must take issue on his use of the word "reputable." My dictionary gives this as meaning "*held in honourable regard*," and I cannot reconcile that company's policy with that definition. I am waiting to see which will be first of the really *reputable* manufacturers, such as Arden, Rubinstein, Yardley, Coty, etc., to withdraw supplies completely from the Lewis & Burrows group of shops.

E. L. CHARLESWORTH,
High Wycombe, Bucks

Public Relations and Status

SIR,—Two events in the past few weeks emphasise how far pharmacists have still to go before they achieve professional status—or any other kind of status. First, the nurses. Goodness knows how many thousands of column inches their cause has received in the newspapers, to say nothing of television, radio and the House of Commons. That is something like a public relations campaign! Then the doctors. Under a new scheme a registered medical practitioner enters the Services as a captain at a salary of £2,000 per annum. If a doctor accepts a short-service commission of, say, five years he receives a gratuity of £3,000. A doctor's promotion is advanced if he has post-graduate experience and he can then enter (after, say, six years' civilian practice) as a major at £2,300. But the unkindest cut of all (for pharmacists) is that a student who has passed his second M.B., and is therefore not fully qualified, enters as a Second Lieutenant and, with full pay and allowances, his salary can total £1,090 per annum. A pharmacist, who is not commissioned, is outranked by a medical student! The obvious lesson from those two examples is that the status of pharmacy depends largely on the recognition accorded it by the lay public. Once that recognition has been achieved the pharmacist's battle is half-won for, in the last analysis, Parliament, the

Ministry of Health and what have you cannot defy public opinion for any length of time. By definition the influencing of public opinion is the job of a public relations officer. How much space, TV time and the rest have pharmacists collected over the past two years? My guess is not a tenth of the publicity given to nurses in the past two weeks! I doubt, too, whether increased standards of entry into pharmacy will assist pharmacy's professional aspirations. Paradoxically, as academic levels and training periods are increased, so the academic gap between medicine and pharmacy is narrowed. I can't see the bright sixth-former choosing pharmacy, when—to judge from the examples I have quoted—the world is his oyster if he decides to read medicine, with its greater financial rewards and, let's face it, greater social prestige.

JAMES ROBERTS,
Stanmore, Middlesex

Election Candidates' Thanks

SIR,—May I, through the courtesy of your columns, express my deep appreciation and thanks to all members who voted for me in the recent Council election? I will endeavour during my term of office to justify the confidence placed in me and will strive to improve the status and welfare of all pharmacists, irrespective of the section of pharmacy to which they belong.

W. M. DARLING,
South Shields

SIR,—May I through the medium of *THE CHEMIST AND DRUGGIST* express my thanks to those who voted for me in the recent Council election. My gratitude is in no way diminished by my failure to secure re-election.

DONALD HUDSON,
Hove, 3

SIR,—May I, through your columns, express my thanks to all who voted for me in the recent Council election? It is indeed a privilege and honour to be elected at the first attempt. I shall do my utmost to uphold the confidence which has been recorded through the election results.

GEOFFREY LOWTHER,
Bolton, Lancs

SIR,—May I through the courtesy of the *C. & D.* express my thanks to all my friends, known and unknown, for their support in the recent election?

MERVYN MADGE,
Plymouth

SIR,—May I express through your columns my thanks to those who voted for me in the recent Council election. Their renewed confidence in me I shall do my best, as in the past, to justify.

H. STEINMAN,
Manchester, 4

SIR,—Now that the National Pharmaceutical election "fever" is over for another three years, may I express gratitude to those members in the North-eastern Division 1 who recorded votes in my favour? Obviously it is not possible for me to write personally to these unknown loyalists, much as I

should like to do so. Will each accept this letter as (though I know it is a totally inadequate substitute for) a hand clasp and a "Thank you most sincerely for your unshaken confidence in me; it is very much appreciated."

G. H. M. GRAHAM,
Newcastle-on-Tyne, 7

Assistance Appreciated

SIR,—May I, through your columns, say a few words of thanks to the many people who showed me so much kindness during my recent pharmaceutical training course in the United Kingdom. I am indeed grateful for having had the opportunity of meeting those pharmacists and their colleagues, and executives and staff of manufacturing firms, who went out of their way to give me the benefit of their knowledge and experience. I would like these friends to know how much I value both the technical advice and hospitality extended to me during the past six months.

(Dr.) M. MORTAZAVI,
N.I.O.C. Hospital,
Abadan, Iran

Printed in Readiness

SIR,—Ricardo (*C. & D.*, May 5, p. 487) is wasting his time. Each year I have reported an After-Christmas sale of Yardley products at cut prices—and by a chemist! I get the same non-committal reply that I believe they have the answer already printed, awaiting my complaint.

R. THOMSON,
London, E.C.2

Appreciated

I HAVE always found the *C. & D.* not only good reading but extremely valuable in keeping up-to-date business-wise.—G.J.

MAY I add my congratulations for the grand work the *C. & D.* is doing in keeping chemists in touch with all aspects of the world of pharmacy? Long may the good work continue!—B.L.

I AM SORRY I cannot still be a subscriber to the *C. & D.* but the chances of work when one is sixty-five are remote. My father, as far back as I remember, had his weekly *C. & D.* whatever happened.—E.M.

[PRESCRIPTION POSER

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2



'it is so small
a thing
to have enjoy'd
the sun'... (Matthew Arnold)

... but this enjoyment spoiled is no small thing at all. Hot, summery weather can also bring sunburn, insect bites, nettle rash and prickly heat. For these skin irritations, anti-pruritic, anti-allergic CALADRYL* provides quick, soothing relief.

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Two Entrances But No Stockroom

COMPACT AND FLEXIBLE SOLUTION TO A PROBLEM

NEW premises for the Shurzine Pharmacy at 24 Castle Street, Hastings, Sussex, prove that awkward problems in shopfitting can often be turned to good account. The pharmacy occupies a ground floor "slice" of a new eastward-pointing round-ended block at a point where Castle Street and Cardine Place (at the south and fronting the sea) come together. The actual round end of the block is occupied by a café, and the pharmacy comes next, with entrances at both frontages. The "slice" is about 19 ft. wide and its western wall exceeds its eastern by about 4 ft. No stockroom space was available either above or below the ground floor, and the planner's prob-

lem was made more difficult by the need to accommodate a hairdressing department capable of servicing fourteen customers at a time. Space had also to be found for stairs leading to a small office, etc., above, and for a dispensary, seats for waiting customers, and display windows. What remains is a mobile area about 6 ft. wide leading back about 30 ft. from the seaward door into a 12 x 8 ft. rectangular area within the Castle Street entrance. The solution to the problem of finding storage, display and selling space for goods was solved by the use of Nordia fittings along most of the east wall and about one-third of the west (the remainder being taken up with dispen-

sary and hairdressing department) to a height of 7 ft., with a range of sliding-door wooden-fronted cupboards above. Dispensing stock reserves are on shelves along one wall of an enclosed stairway leading from the shop to the first-floor office and lavatories. The stairway opening is conveniently close to the dispensary. The feature of Nordia shelving is that, when products are placed upon them in rows from rear wall to front edge, the front members of all the series, priced on the shelf-edge below, form a display as well as a temptation to the "self-selector" to widen the range of her purposes. As the goods sell from the shelves they are replenished either from the stock cup-



THE NEW SHURZINE PHARMACY AT HASTINGS: Above, left: Goods not suitable for self selection are on the shelves tucked away in a corner behind a small counter. A night storage heater gives a finish to the other (and main) drug counter. At right: A view from the front mobile area along the corridor-like rear, with the dispensary and a hair-dressing department forming the right-hand side. Lower pictures, left: Cushioned bench for waiting customers, a fixture for photographic films, and open shelving beyond, with store cupboards above; right: the same area view from the reverse direction, with the Castle Street entrance at the rear of the picture. At the head of the facing page are shown the frontages of the pharmacy to Castle Street and Cardine Place.





boards above or—and this applies to the majority—direct from the outer in which it arrives from the wholesaler.

Just within the Castle Street entrance is, on the left-hand side, a small counter behind which are kept goods not suited to self-selection. On the right-hand side is a cosmetic department with its own counter. In the narrow part of the shop the goods are taken

direct from the shelf by customer or assistant. Outside elevations of the premises have facias finished in black tyrolean rendering, with solid plastic letters mounted upon it on "distance pieces." Each has a projecting illuminated "CHEMIST" sign and plinths in decorative matt-finish tiles (white, black and green). Through the Castle Street window a window-shopper can see, in

addition to the shop and its displayed merchandise, a series of mural panels on pharmaceutical themes executed by students from the Hastings School of Art. The frontages were designed by a Hastings architect (B. Stevens & Partners) and the shopfitting work was carried out by Wm. Mason & Son, Ltd., Leeds and London, and R. Corben & Son, Ltd., Maidstone.

A Business that Develops with the Town

A NEW PHARMACY AT DRUMCHAPEL'S CORE

DRUMCHAPEL, on the western perimeter of Glasgow, has a new shopping centre in process of erection and its growth is excellently exemplified in the expanding business of G. Boddie (Chemist), Ltd.. The first Boddie pharmacy was opened at Summerhill Road, Drumchapel, five years ago, but Mr. Boddie had so much confidence in the development of the 50,000 population suburb that he opened a second shop there (at 8 Rozelle Avenue) three years later. The new pharmacy, at 29 Dunkenny Square, Drumchapel, the third of the company, is within the new shopping centre which Arndale (Scotland), Ltd., are erecting, by arrangement with Glasgow corporation, to serve the Drumchapel schemes. The local authority provided rather limited facilities in service units for handling local trade. The shops were criticised widely in Scotland as being inadequate and costly, but by and large they served a useful purpose in the early days of housing schemes. A new phase in the creation of shops is now developing. The local authorities are accepting offers by property development concerns to locate and operate shopping centres within the schemes. That is the position at Drumchapel, where an ambitious scheme is in process of completion, with an invasion of multiple, chain and national firms as a first feature. There, G. Boddie, Ltd., have taken a two-floored shop, thus establishing a claim on business within the central area.

The Shopfront

The frontage of the new pharmacy is clean, attractive and well designed, with random mosaic tiling to the window base, partially open vision, self-service walls and ample open floor space. The internal colours are bold without being garish. There are a plaid-checked floor, veneered fixtures, and



Self-service fixtures along right-hand wall.

Vizusell adjustable shelves. About 60 per cent. of the space has been laid out for self-service or self-selection, and the reaction of customers has been most favourable. The main fixture is on the right-hand wall, where a "six-deck self-service layout" has been used by shoppers to a most gratifying extent. The fixture holds a wide range of goods, with the accent on baby products, toilet preparations, soaps and cleaning materials. The lower levels provide enclosed stock space. Above the fixture is an illuminated canopy. A similar multi-deck wall fixture on the

left holds cosmetics, toiletries and products for teenagers, with what is described as partial open access. There are further sections for photographic goods and drugs, with service counters that make possible further frontal display and encourage "impulse buying." The dispensary is at the rear, a service hatch linking it to the main floor. Internally it is compact and well planned. The upper floor of the premises awaits developments. In entering this shopping centre Mr. G. Boddie, M.P.S., has shown commendable courage, for costs are high. So, too, are the prospects.



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Youth at the Prow

WITH one exception, the seven members of the Pharmaceutical Society who were voted on to the Council on May 16 gained votes in inverse relation to their ages. That seems to indicate an intention to sweep out the old-timers, among whom only Mr. Brocklehurst can feel that he was returned by a comfortable margin. The inference may fairly be drawn while still recognising that the main issue was the active campaign for a single negotiating body for all pharmacists, which swept its champion to the top of the poll. The infusion of youth is welcome for its promise of action and enthusiasm, and in acknowledging the services to pharmacy of the defeated Mr. Farrer Barnes we wish the newcomers, Messrs. Darling and Lowther, a fruitful tenure of office.

Thoughts on the Annual Meeting

THE north-east wind which, boosted by Coventry fan-belts, blew hotly at the Pharmaceutical Society's special general meeting at Birmingham on April 29, turned to a cooler southerly breeze at the Society's annual general meeting on May 16. In an atmosphere of calm and close attentiveness, Mr. Fred Murley presented the twofold resolution of which he had given advance notice. The motion called in the first place for the overthrow of the famous Jenkin judgment (which, whether or not it still prevents the Society from acting in the economic interests of all its members, at any rate caused the National Pharmaceutical Union to come into existence); and secondly for a trade union (amended at the meeting to the Society itself) to become the negotiating body on all matters relating to the economic interests of all members. Mr. Murley spoke quietly, cogently, and persuasively (his words are given at almost verbatim length on p. 566) and, in gaining for it the overwhelming vote it eventually received, he not only established himself as an effective advocate but triumphed over two obstacles that might have wrecked his chances—the first an injudicious use of the term "trade union" that many members disliked for its political overtones, and an amendment that the umbrella organisation called for should be a new British Association of Pharmacists and not the Society itself.

The comment by Mr. Adams from the platform that the Jenkin case had no relevance to the situation the movers of the resolution wanted to bring about may have accounted for the failure of the first part of the motion to win a majority vote. Mr. Murley and his

colleagues, however, are probably well pleased to have gained approval for the second part, to which they probably attached greater importance anyway, for it is that which gives the point of departure for "single, unified representative body" with the "power, authority and duty to protect the interests of all pharmacists." Mr. Murley would agree, and admitted at the meeting, that he is not clear as to the detailed steps by which his aims are to be realised. He is content that the Council itself should seek them out, and apparently supremely confident that the way will be found.

The Society's Council is certainly now committed to action, and (with new young members to apply the spur) woe betide it if the action is less than energetic! But however energetic, it will still be one-sided. If the National Pharmaceutical Union, for example, is to be reabsorbed into the Society, then at some stage the agreement of the members of that body—who are, of course, also members of the Society—must be secured in the form of a vote. That is a considerable hurdle to clear, and there are plenty of other snags, some within the control of pharmacists and others conditioned by outside public opinion or general legislation. We do not wish to labour the difficulties at the moment, for they will soon be making themselves all too obvious, but the special position of Scotland must not be overlooked. Scotland has no stake in the National Pharmaceutical Union. It has its separate negotiating body for N.H.S. purposes and has shown no desire that the functions of that body should be handed over to the Society. It would be a sad outcome indeed if a move aimed at greater unity should produce the largest "splinter group" of all (though we do not ourselves accept that the N.P.U. or the Guild of Public Pharmacists or any such bodies are "splinter" groups).

In congratulating Mr. Murley on his success we offer one or two criticisms on the arrangements for the annual meeting itself. There were times during the evening when members appeared a little uncertain as to the exact position that had been reached in the business on hand. One reason for that situation, if we are right that it existed, may have been that members were not supplied as they entered the hall with a copy of the agenda. Since previously published copies of the accounts and Council report were made available at the meeting, members were obviously not expected to depend, for those reports, on having with them the appropriate copy of the Society's journal. Why then, should they have been expected to carry the copy that gave the text of the resolutions! There is no logic in that. While too, as we have said, Mr. Murley put his case clearly, the situation became less easy to follow once an amendment had been proposed. Towards the late ending of the meeting, too, signs of impatience increased. The president, who otherwise handled the meeting admirably, might bear in mind, for future occasions, that such difficulties are likely to arise, and to make it abundantly clear, when a vote is taken, what it is about.

Trends in Branch Thinking

AFTER the pyrotechnics of the annual meeting of the Pharmaceutical Society, the more placid atmosphere of the Branch Representatives' meeting on May 17 must have come as a relief to the Society's

president (Mr. H. S. Grainger), who occupied the chair so expertly at both meetings. Many of the motions put forward gave evidence of altruism, especially those calling for the control of distribution and for the enforcement of standards for pharmacies. Two rather similar motions, one urging the Society to try and obtain for its members the sole legal responsibility for compounding, dispensing and selling medicines for human use; and the second urging the Society to press for legislation to restrict the sale of human medicines to pharmaceutical channels, were convincingly carried. Amendments of the motions to embrace all (including animal) medicines were rejected, not, we think, because they were not regarded as eminently desirable objectives, but rather because the Representatives seemed intent on establishing a claim that showed more promise of being realised within the foreseeable future, leaving the rest to be achieved in due course.

The amended motion of the North Staffs and Glasgow and West of Scotland Branches calling for graded increases in branch grants is surely timely and understandable in view of the rising costs that can handicap the enterprise of the more diligent and enterprising branch secretaries, and the suggestion made by one speaker that, at the end of each financial year, branch surpluses should be redistributed amongst those branches that find themselves "in the red" has much to recommend it from the point of view of the membership at large.

The motion, which was carried, that Council members should be paid a fixed amount as locum fee when engaged on official business should, if implemented, be a step in the direction of a more representative candidature in the Council elections, though it is difficult to see how it could be applied with justice except on the basis, as the registrar suggested, of an equal grant to all members of Council.

The fact that a motion calling upon the Pharmaceutical Society to press for the removal of the 2s. prescription levy "by all means in its power" was carried virtually *nem. con.*, should demonstrate to the Minister of Health that the issue, far from being forgotten or accepted, still occasions indignation and concern among contractors, a class directly in contact with citizens of all income groups who receive pharmaceutical benefits, to some at least of whom the levy proves a hardship or is a deterrent from seeking medical advice.

ECHOES OF THE PAST

THE ASTHMA

From "*Primitive Physick*" by John Wesley, London, 1772.

TAKE a Pint of *cold Water* every Night, as you lie down in Bed:

Or, a Pint of *cold Water* every Morning, washing the Head therein immediately after, and using the *cold bath* once a Fortnight:

Or, cut an Ounce of stick *Liquorice* into slices. Steep this in a Quart of Water, four and twenty Hours and use it, when you are worse than usual, as common Drink. I have known this give much Ease.

Or, half a Pint of *Tar Water*, twice a Day.

Or, drink *Sea Water* every morning:

Or, live a Fortnight on boiled *Carrots* only. It seldom fails:

Or, take two Spoonfuls of *Nettle-juice*, mixt with clarified *Honey*, every Night and Morning.

Or, take an Ounce of *Quicksilver* every Morning, and a Spoonful of *Acqua Sulphurata*, in a large Glass of Spring-Water at Five in the Evening.—This has cured an inveterate *Asthma*.

Pharmaceutical Society of Northern Ireland

MONTHLY MEETING OF COUNCIL

AT a Council meeting of the Pharmaceutical Society of Northern Ireland in Londonderry on May 17, MR. D. MOORE (vice-president), who occupied the chair, welcomed Mr. J. Paul (president, Ulster Chemists' Association). Mr. Moore expressed members' pleasure at being invited to meet in Londonderry. Since the 1961 meeting, he said, a valued colleague (Mr. S. E. Campbell) had died. Mr. W. Donaldson had agreed to fill the vacancy, a fact that gave pleasure to all.

THE SECRETARY reported that messages of sympathy on the death of Mr. W. J. Thornton (late president of the Society) had been received from the president and members of the Council of the Pharmaceutical Society of Great Britain, the Council and members of the Pharmaceutical Society of Ireland, the chairman and members of the Executive Committee of the National Pharmaceutical Union, the president and Council of the Northern Ireland Branch, British Medical Association, and Messrs. H. P. Corrigan, T. B. O'Sullivan, A. Howells, J. Wright, J. McClenahan, T. L. Bowyer, and H. J. Cousley, M.B.E.

A letter was read from the secretary of the Society of Pharmaceutical Students (Miss R. Boyd), thanking the Council for its donation of £25 towards the expenses of delegates attending the students' conference in Barcelona.

An application from Joseph B. Ward, c/o 47 Mourne View Street, co. Armagh, for the restoration of his name to the register of Pharmaceutical Chemists for Northern Ireland, was granted.

THE SECRETARY announced that the regulations giving effect to the increase in the retention fee to £4 had been signed by the Minister of Home Affairs and would come into operation on June 1.

The report from the Finance Committee was adopted.

The Council was notified that one student who had applied for admission for the Part I Qualifying examination had been refused a certificate of attendance owing to irregular attendance throughout the course.

It was announced that the C. W. Young Scholarship Fund now totalled £4,878.

Following the Council meeting, the Council acted as hosts to members of the Londonderry and Strabane Chemists' Association and their friends on an excursion by 'bus through co. Donegal to Rathmullen, Letterkenny, where tea was served. MR. MOORE expressed the thanks of those present to Mr. N. J. McDermott, who had made the arrangements for the afternoon.

For present Relief, vomit with a Quart or more of warm Water. The more you drink of it the better.

Do this whenever you find any Motion to vomit, and take Care always to keep your Body open.

The Cramp (to prevent)

TIE your Garter smooth and tight under your Knee at going to Bed: I never knew this fail.

Or, Take half a Pint of *Tar-Water*, Morning and Evening:

Or, be *Electrified* thro' the Part which uses to be affected.

This generally prevents it for a Month: Sometimes for a Twelvemonth.

The Cramp (to cure)

STRETCH out the Limb immediately:

Or, chafe the Part with *Hungary Water*:

Or, with *rectified Spirits of Wine*:

Or, Hold a Roll of *Brimstone* in your Hand. I have frequently done this with Success.

Public Relations in Pharmacy

PAPERS FOR DISCUSSION AT FRANCO-BRITISH CONGRESS

"IT is not enough merely to do a job, however perfectly, if no one knows that one is doing it," said M. Michel Raviart, Monte Carlo, during a discussion, "Public Relations for Pharmacy," at the tenth Franco-British Pharmaceutical Congress at Hohwald, May 18-21, which nearly 200 pharmacists and their wives and friends attended, including about eighty from Britain.

The discussion took place at the Faculté de Pharmacie, Strasbourg. It was opened by Mr. L. G. MATTHEWS (Conference chairman), who said establishing the right relationship with the public was important. That was often effected by the pharmacist working in his local community. Among the public there was a general feeling that product prices were too high, yet the pharmacist was asking for more. That he had probably more obligations to meet than others in commerce was not fully understood. There might be many methods by which the correct relationship between the pharmacist and the public could be achieved.

M. RAVIART presented the first of two papers on the subject. He said that officialdom had most unfairly condemned the pharmaceutical profession and its different branches to the rôle of Cinderella. The general public had no idea of the highly technical character of a pharmacist's work. Today no professional group could work in a water-tight compartment.

A Moral Obligation

Every craft, like every individual human being, existed, not in a vacuum but in an environment to which it reacted and upon which it exercised an influence. A great profession like pharmacy had a moral obligation to make itself known, to inform the public of its activities and its hopes.

Those who practised public relations had not yet found a precise formula covering their whole field of action. It was up to the user to work out his own programme, to envisage a long-term policy and to create his own public relations centre; but he should take care to make use of the services of proved and experienced specialists. Public relations extended over a far greater field of action than publicity—they aimed not merely at selling goods, but at keeping the public informed and at supplying an objective account of facts and situations.

The efficacy of a public-relations campaign depended on the receptivity of the public and on the degree to which it was capable of assimilating the information conveyed to it. The public believed not necessarily what was true, but what it found credible and probable. Any public-relations action must be based first of all on a study of public opinion. It was vital not to attack convictions head-on, even if they were totally incorrect convictions. It was indispensable, at least at first as a bait, to find an element of probability, to ensure on the part of the public the essential element of receptivity. "Public" could be divided into categories:

(1) The general public; (2) the people with whom the pharmacist had regular dealings: members of Parliament, official bodies, ministries, senior civil servants, and eminent personages.

One of the main things was to know those persons best able to influence the development of the profession.

Any organised profession constituted a group in itself. The pharmaceutical profession could only form an efficient group if its common interests led to common attitudes. That would entail collective discipline and the sacrifice—a minor one—of the tendency to individuality so characteristic of any liberal profession. It must nevertheless be clear that, when the chemist had installed an educational shop-window or panel, the job of public relations was not over. The slogan of public relations was "Do well whatever you do and see that the world knows it." It was all very well for pharmacists to say that they wished their profession to become a veritable house of glass, where the public could follow every move: they should make sure that what the public would see would be perfection. "It is not enough that the warmth generated by public relations should spread. . . . The new attitude of mind brought into being by public relations must be essentially forward-looking."

Pharmaceutical public relations could be based on:

(1) Projection of the pharmacist: a highly qualified technician of health; high moral worth; unequalled professional conscience; carrying great responsibilities.

(2) Projection of the drug:

(a) in what way does this particular chemical substance or mixture differ from ordinary products?

(b) its role in the economic life of the nation; saving in human capital—i.e. economy of man-hours lost through sickness;

(c) moral and physical aspects of the introduction of the drug into the human body.

(3) Projection of the regulations and laws indispensable to the maintenance of standards and, if possible, the improvement of the pharmaceutical service.



A COURTYARD AT RIQUEWIHR: Members view sixteenth century buildings.

It was to be hoped that the laws governing the pharmaceutical profession in different European countries would not be standardised on a purely commercial basis. In that context the superiority of the French system might be mentioned, and in the manufacturing field it was to be noted that the French manufacturing chemist launched his products from the pharmacy and the patient's bedside. Elsewhere it seemed that industrial pharmacy was often, at least at its point of departure, a means of using the by-products of the chemical industry. That had produced a completely different attitude to proprietary medicines and to their distribution, which tended in a number of countries to be entrusted to "anyone, regardless."

Costs

Costs of public relations were difficult to estimate precisely in advance. To succeed, a public-relations campaign must be an all-out affair, not a mere pretence giving one the pleasant impression that one had done something about it. Expenses should not be counted as loss. So far, in most cases, public relations had "paid off." The P.R. budget should therefore be looked upon as a hopeful investment.

(To be concluded)

Pharmaceutical Society of Ireland

MONTHLY MEETING OF COUNCIL

CONCERN regarding accommodation arrangements for second-year students returning from University College, Dublin, to the College of Pharmacy in October was expressed at the monthly meeting of the Council of the Pharmaceutical Society of Ireland held in Dublin on May 8.

The matter arose out of the Schools Committee's report, and it was agreed to make arrangements to conduct the lectures in the assembly hall pending the erection of a new lecture theatre.

Mr. D. J. KENNELLY described the position as serious, recalling that, when it had been agreed to institute the degree course at the University in October 1961, it had been expected that accommodation would be provided by October 1962. Though the Council had written to the Departments of Health and Education, and though the Society had pointed out the seriousness of the position to the Government, no progress had been made with the erection of the lecture theatre. The Dean (Dr. Timoney) had pointed out in a report that, if Government funds were available immediately it would still be too late to permit erecting the theatre by October. Unless a compromise were arrived at, under which alterations were carried out to the assembly hall straight away, they would not be able to provide the necessary facilities. Without emergency facilities there would be "a complete collapse" of the second-year course.

Mr. Kennelly said he had written to Mr. Brady pointing out the Council's serious position and impressing on him the necessity of securing a grant immediately.

Mr. M. L. CASHMAN said the Schools Committee recommended that morning that Dr. Timoney's requests should be acceded to.

Mr. R. J. POWER said he wished to correct an error that had occurred in the report of the previous Council (see *C. & D.*, April 21, p. 430) in which a "Mr. Power" was reported to have criticised the appointment of representatives of the Irish Countrywomen's Association; the Sugar Beet Growers' Association; a trade union; and a Council Committee of Agriculture on the Poisons Council. In fact, the criticism had been contained in a letter from a member of the Society that was under discussion at the time.

THE REGISTRAR (Mr. J. G. Coleman) explained that the lines in the report had become transposed in error.

Health Services Formulary Possible

Arising out of the minutes, he reported that it would be possible for the Minister for Health to make a formulary official for use by those engaged in the Health services, but to make a formulary official for general use among private practitioners would possibly require special legislation.

Mr. G. C. O'NEILL said in Britain it was made "more or less official" in conjunction with the National Health Service. In the Republic a national formulary would be a natural complement to the health scheme. Inasmuch as the Department of Health was responsible for the payments under the Health scheme, it would have a certain responsibility for what was ordered.

Mr. M. COSTELLO said that, at the last-held meeting of the old National Health Council, he had advocated the establishment of such a formulary and that the Minister had replied that his functions in relation to the Health services were concerned mainly with the implementation of the Health Acts, 1948-53, and that accordingly the Minister would have no function in recommending a formulary outside the requirements of the Health Act. He was anxious to see a formulary introduced in view of the proposed new health services. THE PRESIDENT (Mr. F. Loughman) said that, when he had been attached to a dispensary, the British formulary was used as a matter of convenience.

THE PRESIDENT referred to the death (see *C. & D.*, Apr 28, p. 449) of Mr. W. J. Thornton (president, Pharmaceutical Society of Northern Ireland) whom he described as fine personality and whose death would be a great blow to pharmacy. THE REGISTRAR reported that he had sent expressions of sorrow to Mr. Thornton's widow and to the Pharmaceutical Society of Northern Ireland, and had received an acknowledgement from Mr. W. Gorman (the Society's secretary).

Veterinary Products Distribution

A letter was read from Mr. A. W. Morrison (sales director, CIBA Laboratories, Ltd., Horsham, Sussex) dealing with the company's policy in the distribution of veterinary medicines. The letter stated:

"Regarding the deliberations of your Council at your last meeting on a complaint of one of your members, may we say straight away that we are fully aware of the high ideal and aspirations of your Society, and that we have every regard for these. Nevertheless our policy with respect to veterinary medicines has been guided by the situation which exists at the moment in Ireland. Briefly, when we entered the market with our veterinary products we considered seriously methods of distribution and took account of the methods adopted by leading manufacturers of veterinary products in Ireland. Many of the large manufacturers adopt a policy of dealing directly and solely with the veterinarian. Under the circumstances therefore, we considered that this policy was one which we should adopt for commercial reasons. The fact that our particular company has been singled out for mention by your Council strikes us as somewhat invidious at the present time in view of the fact that other international and home-based Irish companies adopted the same policy and have been distributing direct to veterinarians for a long time."

THE REGISTRAR stated that Mr. Morrison's letter [dated April 27] was in reply to one sent by him on April 18, in which he had written:

"At this month's meeting of the Council of the Pharmaceutical Society of Ireland, consideration was given to a complaint from a member that May Roberts (Ireland), Ltd., had refused to supply him with a CIBA preparation ordered on a prescription issued by a veterinary surgeon.

"Consideration was also given to a copy of a letter written by the commercial manager of your veterinary department to the Irish Drug Association in which was set forth the policy adopted by your company in relation to the supply of veterinary preparations in Ireland. I was instructed to inform you that the Society has always interested itself in every aspect of dispensing, whether the prescription is for human or veterinary medicine. This attitude, which may differ from that of our colleagues in Great Britain, has been enunciated clearly on many occasions, and if not known to you, should be well known to your Irish representatives and agents. The Society holds that the pharmaceutical chemist is the statutorily qualified stockist of medicines and is entitled to stock all drugs, medicines and preparations even though their sale or supply may be restricted. For this reason, the Council is opposed to the concept embodied in your firm's letter. The Council realises in principle that it may be necessary to restrict the supply of certain preparations, and agreements have been reached with manufacturers of veterinary medicines that one or more of their products shall be subject to special control, even though the veterinary products are normally freely available to pharmacists. The Council does not accept the principle that a manufacturer may arbitrarily decide to deny the pharmacist the right to stock any of his products. In general, arrangements for the marketing of a firm's products are made after discussions between representatives of that firm and representatives of the Society."

THE REGISTRAR said that, with Mr. R. J. Power, he had met Messrs. G. N. Henderson and M. Schofield (both of CIBA, Ltd.), in Dublin on May 4. MR. POWER had emphasised that the pharmaceutical chemist was legally entitled to stock any drug or preparation, no matter how potentially

dangerous. That was his function, and he was trained for it. Restrictions imposed on the supply of any preparation did not deny them the right to stock it. Mr. Power had contended that a company should not have the right to control the supply of its products. He added that Comhairle na Nimheann [Poisons Council] would make recommendations to the Minister for Health, and if the Minister for Agriculture thought it necessary he would impose safeguards on the supply of veterinary medicines.

Asked by MR. HENDERSON why his company had been singled out for publication when others pursued a similar policy, MR. COLEMAN had explained that it had been decided by the Council two years ago that, in any future dispute relating to veterinary preparations, the name of the company would be published. CIBA had been unlucky in that respect.

MR. POWER pointed out that the names of any other companies that offended would also be published. He resented the implication that it was not ethical but commercial considerations that had influenced the policy of the Council in the matter.

THE REGISTRAR reported that, at a special meeting of pharmacy representatives held in April, it had been decided to hold Pharmacy Week from October 7-11 inclusive (see C. & D., May 19, p. 556).

Pharmacy Week Representatives Appointed

Representatives were appointed on the Council as follows: Messrs. O'Sullivan and Kennelly (Council); J. Travers and J. Sullivan (Medical Representatives' Association); Anne McCarthy and J. Roche (Hospitals' Pharmacists' Association); D. Leahy and D. O'Sullivan (Dublin Pharmacists' Association); M. Martin and T. Cashman (Irish Pharmaceutical Students' Association); T. O'Dwyer (Medical Exhibitors); D. Murphy and E. P. Hughes (Local Government); D. J. Murphy and W. Gardiner (Irish Drug Association); M. Kyne and A. C. Martin (co-opted); C. S. O'Connor (College of Pharmacy); Commandant B. Anderson and Captain M. J. Duane (Army); Mr. D. W. P. Boyd was appointed director.

MR. KENNELLY said the Council was anxious that all pharmacists should support the various functions and that as many as possible from the provinces should attend. For the opening it was proposed to have, at 4.30 p.m. on the Sunday, an informal reception, with light refreshments. At 7.45 p.m. the Irish Pharmaceutical Students' Association would provide light entertainment. An exhibition by the Photographic Dealers' Association was being arranged for the same night. On Monday, Professors O'Connor and Cannon would deliver lectures in the morning; in the afternoon the annual meeting would be held. On Monday evening the official opening would take place—probably by the lord mayor. On Tuesday there would be lectures, a social programme arranged by the Ladies' Committee and a tour of manufacturing laboratories. The Council meeting of the Society, as well as a delegates' meeting, would take place in the afternoon. In the evening the official banquet would be held. On Wednesday a golf outing would be arranged followed in the evening by a lecture by Mr. H. W. Tamski. There would be two more lectures by Mr. Tamski on Thursday and on Thursday night it was proposed to conclude with a lecture on the lines of the British Pharmaceutical Conference lecture.

On the motion of THE PRESIDENT, seconded by MR. O'SULLIVAN, a vote of thanks was passed to Professor Dooe for his support of the Pharmacy Bill in the Senate (see C. & D., May 19, p. 556).

A letter was received from the Commission on Higher Education stating that it would not be necessary for the Council at the present stage to make any further oral representations to the Commission, but that, if the occasion arose, the Council would be contacted.

It was decided to hold, the following night, a special meeting of the subcommittee dealing with health services

so as to complete the submissions and recommendations to be forwarded to the Select Committee set up by the Dail to investigate the existing Health Act.

THE REGISTRAR reported on the deaths of Messrs. H. A. Naylor, T. Plunkett, M. B. Widdes, T. A. Cronhelm (pharmaceutical chemists), and G. J. Kirwan (assistant).

MR. COSTELLO said Mr. Naylor was a great friend of the Benevolent Fund and had played an active part in organising the annual Westmeath and West of Ireland Association dance on its behalf. He recommended that a special message of sympathy should be sent to his widow and family, and to the Association of which he had been such a valued member.

THE REGISTRAR reported that the Minister for Health had approved the appointment by the Council of the following as examiners to the Second Professional examination:—*Pharmaceutics*: Professor E. Shotton; *Forensic Pharmacy*: Mr. P. S. O'Briain; *Pharmaceutical Chemistry*: Dr. J. E. Gowan.

Marriage certificates having been submitted, the following names were changed in the register: Mrs. Teresa Burke (née O'Connor), and Mrs. Bridget Patricia Hynes (née Quigley).

The following were registered as pharmaceutical chemists, L.A.H. certificates having been submitted: Dr. Hugh Joseph Galvin, Dublin, and Dr. Michael Gerard Henry, Sutton, co. Dublin.

The following changes of address of members or licentiates were noted: Miss Mary J. Lenihan, to Kilmore, Clanricarde Estate, Boreenmanna Road, Cork; Messrs. F. J. Robinson, to Dover Cottage, Castlepark Road, Dun Laoghaire; A. Hensey, to 62 Offington Park, Sutton, co. Dublin; L. V. McKeever, to 8 Greenfield Road, Mount Merrion, co. Dublin; Mrs. Mary K. D. Noonan, to Cullen's Medical Hall, Tubbercurry, co. Sligo; Mrs. Bridget P. Hynes, to St. Assam's Park, Raheny, Dublin, and Mr. M. J. Hynes, to St. Assam's Park, Raheny, co. Dublin. Dr. P. J. Hennessy and Mr. F. Hanly were elected to membership.

Nominated for membership were Miss Pamela Fitzgerald, Drogheda; Miss Margaret Shea, Galway; Dr. H. J. Galvin, Dublin; Messrs. J. F. Shine, Tullamore, co. Offaly, and M. J. Hynes, Raheny, co. Dublin.

The following were granted preliminary admission to the register of Pharmaceutical Chemists: Messrs. John Joseph Collins, Carrig Villa, Clarina, co. Limerick; and John Joseph Duddy, Portumna, co. Galway [provisional]. Miss Eileen Scanlon, Bleanaskill, Achill Sound, co. Mayo, was granted admission to the preliminary register of pharmaceutical assistants.

Apologies for absence were received from Messrs. T. R. Miller, J. J. O'Regan, M. F. Broderick, K. Banks and M. Power. Members present were: Messrs. T. B. O'Sullivan, D. J. Kennelly, M. L. Cashman, H. P. Corrigan, M. Costello, C. J. Cremen, Miss L. Cunniffe, J. Gleeson, V. G. McElwee, J. P. O'Donnell, G. C. O'Neill, R. J. Power, F. J. Robinson and R. J. Semple.

Benevolent Fund Meeting

At a meeting of the Benevolent Fund which followed, grants totalling £74 were passed for payment. THE REGISTRAR reported that the Benevolent Fund Dance Committee had forwarded a cheque for £462 12s., representing the proceeds of their annual dance in Dublin.

Proposing a vote of thanks to the Committee, the TREASURER (Mr. Kennelly) said that when the Committee had been formed (over twenty years ago), collecting money was less difficult than now. It amazed him that the Committee was able to forward such a substantial cheque. "It is a remarkable achievement for a hard-working committee and the Council cannot adequately thank them. Down the years they have worked extremely hard to improve the lot of their less fortunate colleagues," he added.

THE PRESIDENT and MR. COSTELLO also joined in the tributes.

AN EYE ON COSTS: "The hospitals which cost the taxpayer £30 per patient have been found to be no less efficient than those costing nearer £50; the explanation may simply be that the economical ones come under a board on which is a pharmacist or accountant with a knowledgeable eye." Extract from the *Sunday Times*.

Prolongation of Drug Action

DR. JACK REVIEWS ORAL SUSTAINED-RELEASE PRODUCTS

A CAPACITY audience at the Pharmaceutical Society's House in London on April 18 heard Dr. D. JACK (director of research, Allen & Hanburys, Ltd.) discuss "Sustained-Release Medication." The chair was taken by Professor W. H. Linnell.

Dr. Jack explained at the outset that for twenty years, modification of the duration or intensity of drug action had been a major objective of pharmaceutical research. He listed some of the methods used to that end for injected drugs (table 1).

peutic response for twelve hours after a single dose with consequent gain in convenience for the patient. In principle it was also possible that fewer side effects might be obtained with some drugs but clear-cut evidence of that was not easily obtainable.

For rational formulation it was necessary to determine the single dose needed to provide a satisfactory therapeutic response (or concentration) and the rate at which the drug was inactivated. The former was determined by dose-range tests in human pharmaco-

half-life of the sulphonamide was about eight hours and for the belladonna alkaloids about one-and-a-half hours. For the former the necessary priming dose was 2 gms. It could be calculated that about a further 2 gms. (i.e. 0.2 gms./hour) were necessary to maintain steady blood level for twelve hours. Theoretically, in subsequent twelve-hour periods only about 2 gms. of drug in sustained release form would be needed to maintain the blood and tissue levels but that would necessitate two pharmaceutical forms (e.g., non-sustained release tablets for the priming dose and sustained release tablets to maintain the blood level). That was usually avoided by having a product which allowed the blood concentration to wane towards the end of the twelve-hour period so that repeated doses of the same product might be administered at twelve-hourly intervals without producing excessive blood concentrations. Drugs with short biological half-lives required a high proportion of the dose in sustained-release form. Most common drugs had biological half-lives of about three to six hours so that about two-thirds of the total dose needed to be provided by sustained release over a period of about seven to ten hours.

Dr. Jack said that all oral sustained-release products depended in principle on control of the rate of solution and/or diffusion of the drug. The general methods of preparation of oral sustained-release products he summarised in his third slide (table 2).

1: GENERAL METHODS FOR PROLONGING THE DURATION OF ACTION OF PARENTALLY ADMINISTERED DRUGS

Principle	Method	Examples
Pharmacological interference by a second drug.	Inclusion of vasoconstrictors	Adrenaline in local anaesthetics
	Inhibition of excretion	Probenecid/penicillin
	Inhibition of metabolism	SKF 525A potentiates action of barbiturates and other drugs (experimental interest only).
Chemical modification of drug.	Use of sparingly-soluble salts	Procaine penicillin, protamine insulin
	Esterification	Fatty acid and polyphosphoric acid esters of steroidal alcohols; carbamates such as meprobamate and carbachol.
Physical modification of drug and/or injection vehicle	Variation of particle size	Injection of procaine penicillin in aluminium stearate/peanut oil gel (small particle)
	Oily solutions and suspensions	Testosterone isobutyrate, Novo insulins (large particles)
	Use of viscosity-raising hydrophilic colloids	Steroids, penicillin salts
	Implantation pellets	A.C.T.H./gelatin gel Steroid hormones

More recently, interest had developed in prolonging the action of drugs following oral administration. The newer long-acting sulphonamides, for example, owed their prolonged activity to being bound to the plasma proteins. The speaker, however, proposed to consider purely pharmaceutical means of controlling the absorption rate of oral drugs including their design, preparation, control and *in vivo* performances.

The factors relevant to the choice of drugs suitable for formulation in sustained-release products were: (i) The size of the dose. Drugs with very large doses were difficult to formulate because of the size of the finished form. That problem was particularly difficult for soluble drugs of low potency. (ii) The duration of action. (iii) Critical dosage. If a critical dosage of drug was required to produce the desired therapeutic effect without side effects, it was inadvisable to use a sustained-release form. (iv) Drug absorption. The speaker warned that if there was doubt of the absorption of a drug, it should not be formulated for sustained-release. Riboflavine and certain orally administered steroids were examples.

Dr. Jack went on to point out that the possible prolongation of activity for orally-administered sustained-release products was limited by their rate of passage through the alimentary tract. The usual objective of such products was to provide a satisfactory thera-

peutic response for twelve hours after a single dose with consequent gain in convenience for the patient. In principle it was also possible that fewer side effects might be obtained with some drugs but clear-cut evidence of that was not easily obtainable. For rational formulation it was necessary to determine the single dose needed to provide a satisfactory therapeutic response (or concentration) and the rate at which the drug was inactivated. The former was determined by dose-range tests in human pharmaco-

logy trials "essentially by a process of trial and error." For most drugs, the rate of elimination could be conveniently expressed as the biological half-life, i.e. the time required for the drug activity or concentration to be reduced to half of that obtained after the drug had been absorbed, and a diffusion equilibrium between the blood and tissues was achieved. The speaker illustrated a simple mathematical model for drug elimination that took the form of a pseudo-first order equation. Having determined the biological half life, Dr. Jack showed how the drug elimination constant could be easily calculated and the total dose necessary to provide twelve hours medication (and the proportion of that dose to be provided in sustained-release form) obtained.

In a second slide were shown the drug activity or concentration/time curves for the sulphonamide, sulpha-

ethylthiadiazole, and for a mixture of belladonna alkaloids. The biological

Coated Preparations

Preparations of the coated type consisted of medicated pellets coated with natural or synthetic fats, waxes and/or plastics. The pellets could be prepared by applying the drugs to inert starting seeds by means of adhesive solutions containing, for example, gelatin, polyvinylpyrrolidone, sucrose, starch, etc. Pan-coating methods were suitable for both small and large scale operations. Using similar equipment, the sustained-release coatings could be applied as solutions in alcohol, carbon tetrachloride or other suitable solvent. Application might be intermittent, with drying between coatings, or continuous.

The coatings employed were insoluble in gastric or intestinal contents. After the coating had been permeated by them, the drug was released by solution and diffusion of the solution outwards through the coating. Contrary to earlier ideas, enzymatic digestion of

2: FORMULATION METHODS FOR PROLONGING THE ACTION OF ORALLY ADMINISTERED DRUGS.

Principle	Method
Retarding the rate of solution or diffusion of drugs by physical means	Coating the drugs with or dispersing the drug in suitable water-insoluble materials. Special tableting of sparingly-soluble drugs.
Rendering the drug insoluble or slowly diffusible by chemical means	Chiefly salt formation e.g. resinsates, and tannates.

he coatings did not occur. That was supported by the observation that for given average coat thickness, the release rate increased with increasing polarity of the coating. The speaker illustrated that with a slide of the release rate curves of various glycerides.

Further evidence was that, for a given release rate, sparingly-soluble drugs generally required less coating material than soluble. Also, if pellets containing sparingly-soluble drug were tested in insufficient medium to dissolve all the drug, a plateau-like release curve was obtained indicating that release ceased when the medium became saturated. If the test fluid was renewed, more drug was released.

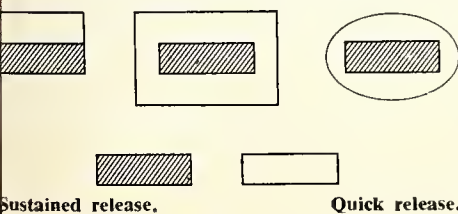
The following features were desirable for effective sustained release coatings: (a) Good physical and chemical stability; (b) Insoluble in water but easily soluble in suitable non-toxic solvents; (c) Ease of application. Must not be too highly crystalline or will give non-cohesive or brittle coatings; (d) Melting point above about 60° C.; (e) Should be unchanged over pH range to 8; (f) Should not be affected by digestive enzymes; (g) Satisfactory polarity. Required application should be within 7 to 30 per cent. of starting weight of medicated pellets. (With applications below about 7 per cent. it was difficult to avoid initial release rates due to imperfect coating or mechanical failure of the very thin coating. Applications greater than 30 per cent. of the starting weight were slow and uneconomical to apply.)

By using varying thicknesses of different coatings a great range of release rates was obtainable. Further, by mixing different lots of coated and uncoated pellets the release pattern could easily be adjusted.

Tablet Preparations

Tablet makers were familiar with disintegration difficulties with formulations of sparingly-soluble drugs if inadequate amounts of disintegrating agents or excessive lubricants had been added. That could be turned to advantage, however, in the production of sustained-release preparations by compressing the tablets with a minimum of, or no disintegrating agent. The tablets would then deliver the drug by solution from the surface and by gradual erosion. To modify the proportion of the drug immediately available, a rapidly disintegrating layer could be coated on to the surface of delayed release cores either by pan coating or press coating, or a double layer tablet made. The speaker illustrated some theoretically preferable shapes (figure A). Ideally they should be broad and as thin as practicable, in order to provide even release.

A: METHODS OF VARYING TABLET RELEASE RATES



To obtain sustained release with a soluble drug in tablet formulations, it was necessary to provide a barrier to free solution and diffusion by dispersing the drug in a matrix of water-insoluble materials. Fats, fatty acids, fatty alcohols, waxes and plastics had all been used as matrix materials.

In one general method of preparation, the drug was dispersed in molten fats, fatty acids and waxes and the mixture cooled. The solid obtained was broken up and converted to granules. The process of cooling and breaking up could be mechanised by running the melt on to a cooled rotating drum fitted with a scraper to remove the solidified film. With potent drugs it might be necessary to include water-soluble fillers to give a reasonable tablet size and to facilitate drug release. The granules were compressed into tablets, sometimes previously mixed with water-soluble materials such as sucrose or sodium alginate in order to provide diffusion channels in the final product.

With plastics such as P.V.C., cold compression moulding of tablets could be used. Such tablets were excreted unchanged in shape because of the inertness and mechanical strength of the plastic.

Dr. Jack went on to list the means by which the release rate for tablets containing soluble drugs might be controlled. They were: (a) selection of polar matrices; (b) altering the ratio of drug to matrix; (c) altering of water-soluble additives to the matrix; (d) altering the tablet granule size; (e) adding water-soluble material to the granules before tableting; (f) press-coating or layer-coating material of different release rate.

initial release rate because of the large surface area of the spheres. The method was probably limited to sparingly-soluble drugs of fairly high biological half lives "although ingenious efforts" had been made to broaden its scope by dispersing the drug in a high melting wax.

The small (15-25 μ) drug/wax particles were then suspended in a lower melting material and the mixture emulsified into an aqueous system. Such a modification might allow the use of drugs of lower biological half-life values but not water-soluble drugs in aqueous systems. It was important that the drug and wax should not be mutually soluble otherwise crystal growth of the drug was likely to occur in the aqueous phase, on storage.

Dr. Jack next considered preparations depending on insoluble salt formation. As a rule, sparingly-soluble drugs were more slowly absorbed than soluble. It was also known that if the crystal size of sparingly-soluble drugs was increased, the rate of solution (and, therefore, of absorption) was decreased. Those observations had given rise to a general method for preparing sustained-release products from soluble basic or acidic drugs by converting them to sparingly-soluble salts.

Ion-exchange Resin Products

The combination of drugs within ion exchange resin beads was one of the easiest ways of making sustained-release products. The method had been used extensively for basic drugs and to a limited extent for acidic drugs such as barbiturates.

The rate of release of basic drugs from cation exchange resin beads de-

3: METHODS FOR CHECKING THE *IN VIVO* PERFORMANCE OF ORAL SUSTAINED-RELEASE PRODUCTS

Principle	Examples
Biological assay in animals and man	Estimation of time required to produce gross pharmacological effects in dog, e.g. loss of righting reflex.
	Estimation of reduced toxicity in small animals, e.g. determination of LD 50 for amphetamine preparations.
	Suppression of salivary secretion by atropine-like drugs in man.
	Prevention of histamine-induced weal following antihistamines in man.
Chemical determination of drug in blood and urine (rate of excretion and total drug excretion)	Prevention of cough in man following dihydrocodeinone resinate.
	Blood level determinations for sulphonamides, creatinine, prednisolone.
	Urinary excretion studies on amphetamine, propadrine, riboflavine.
	Barium sulphate tracer in coated pellets.
Detection or assay of drug or tracer by physical means.	³⁵ S labelled trimeprazine blood and urine determinations.
	NH ₄ ³² Br absorption and excretion studies.
Clinical impression studies.	Numerous.

Only one experimentally proven liquid oral sustained-release product was commercially available. It contained finely-divided sulphaethylthiadiazole dispersed in a lipid base and was prepared by mixing the solid into the molten base and spray congealing the mixture to give fine spheres of about 30-40 μ diameter. The spray-congealing material was then suspended in a palatable vehicle. Dr. Jack considered that such a product must give a high

ended on: (1), the diameter of the beads; (2), the degree of cross linking within the resin; (3), the acid strength of the resin.

With sulphonic acid resins the rate of drug release depended mainly on the ionic concentration of the surrounding medium and to a lesser extent on pH, than, say, the carboxylic acid resins.

It was doubtful if effective sustained release was obtainable from finely

ground resins unless the drug/resin complex was formulated into tablets by one of the methods previously described. Resin complexes were useful in disguising the taste of bitter drugs or reducing nausea with irritant drugs.

Many basic drugs formed sparingly soluble tannates which had been formulated into sustained-release tablets.

The main new problem posed to the analyst by sustained-release products was the *in vitro* determination of drug release rate. The simplest methods used either a basket-rack apparatus similar to that described in the U.S.P. for tablet disintegration or rotating bottles containing the product and the testing medium. The speaker said that provided coated or tablet products were not too roughly handled during the test and provided sufficient fluid was present to dissolve all the drug, the analytical method chosen was probably not critical, since the prime purpose of the test was to ensure batch to batch uniformity. Nevertheless, for products depending on a diffusion mechanism of release, the *in vitro* result gave a guide to the likely *in vivo* effect. However, the latter should always be checked by clinical trials.

Dr. Jack listed the general methods that had been used for *in vivo* testing of oral sustained-release preparations in his next slide (table 3).

He also illustrated the results of "two particularly convincing tests" in figures B and C.

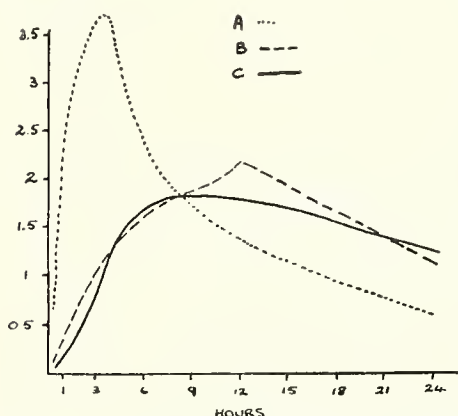


Figure B: Average serum levels of S^{36} in adult humans following oral administration of labelled trimeprazine. A=15 mgm. single dose; B=15 mgm. as three 5 mgm. doses at four hour intervals; C=15 mgm. as sustained-release capsules.

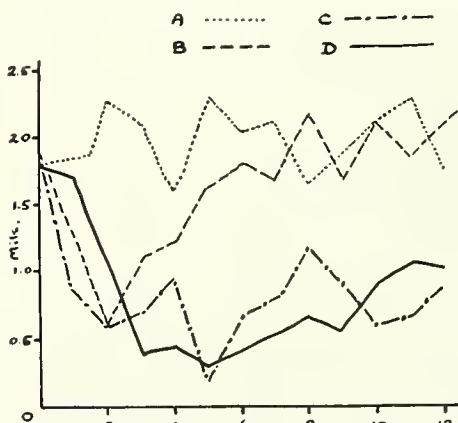


Figure C: Effect of Belladonna preparations on human salivary control. A=inactive control; B=single dose of non-sustained release product; C=single doses of non-sustained release product at four hour intervals; D=single dose of sustained-release product.

The prolongation of action obtained with the short-acting belladonna alkaloids was statistically significant and the effect at least equivalent to three separate doses of medicament. The labelled trimeprazine study showed the sustained release form to be equivalent to multiple single dose therapy. Urine recovery studies showed similar total recoveries for large single dose, multiple small single doses and large single dose in sustained release form, all of which demonstrated effective absorption from the sustained release form.

In conclusion Dr. Jack emphasised that many human *in vivo* studies had shown beyond doubt that oral administration of properly formulated preparations provided reliable prolongation of drug action.

Discussion

Inviting discussion, THE CHAIRMAN (Professor Linnell) underlined the speaker's remark that it was not possible to make a sustained-release preparation of every drug. For such release of acidic substances, particularly barbiturates, it was essential that they should be soluble in the medium in which they were liberated. For that reason he doubted whether barbiturate preparations were reliably released in the stomach.

DR. A. HERXHEIMER thought individual variations between patients given sustained-release preparations, as compared with medication in the single-dose form, had been ignored. He thought greater variability might be expected with such preparations, in which case their use would be restricted to drugs of which the dosage was not critical.

DR. JACK agreed that, where the dose was critical, a drug should not be used in the sustained-release form, but he thought such instances rare. As to varied response he said "One should not ask for higher standards of oral-release products—which are probably less important—than are accepted for intramuscular forms." The responses of a group of patients to procaine penicillin in oil showed a quite remarkable spread. DR. HERXHEIMER cited phenformin as an example of a critical-dose drug that had been recently marketed in sustained-release form. DR. JACK thought the preparation offered convenience at no greater risk.

MR. G. E. FOSTER wanted to know whether the differences in the intestinal flora throughout the population of the word affected the action of sustained-release drugs. Perhaps sustained-release preparations that were efficient in Great Britain might prove useless elsewhere.

DR. JACK replied that many endemic diseases left the intestinal walls in a chronic state of irritation, which might well affect absorption. For an explanation of the failure of enteric-coated preparations overseas, he was inclined to look first at climatic and storage conditions.

MR. G. BRYAN wanted to know if "real clinical evidence" was available of the benefits of the products. Could their expense be justified clinically? DR. JACK replied that, despite initial scepticism, there could now be no doubt that sustained-release action was obtainable.

The use of such preparations was on the increase, and their existence was justified, he believed, on grounds of public demand. THE CHAIRMAN added that one advantage, particularly with ionic resin materials, was that side effects might be reduced. As examples he cited ephedrine and quinine.

DR. H. D. C. RAPSON thought the speaker's explanation of the drug-release mechanism in coated preparations was not entirely convincing. Water, having a smaller molecule size, would tend to filter in more rapidly than the drug filtered out, with a consequent tendency for pressure to build up inside the coating and the possibility of bursting. Did the coating disintegrate in an orderly manner? The reply given was that the thickness of the coating was primarily related to its polarity. For example, it was necessary to employ considerably more hydroxystearyl than stearyl alcohol. There were small channels of diffusion through the coating, though they were much larger than molecular sizes. If a pressure were built up inside, that would only serve as a force to drive the drug out.

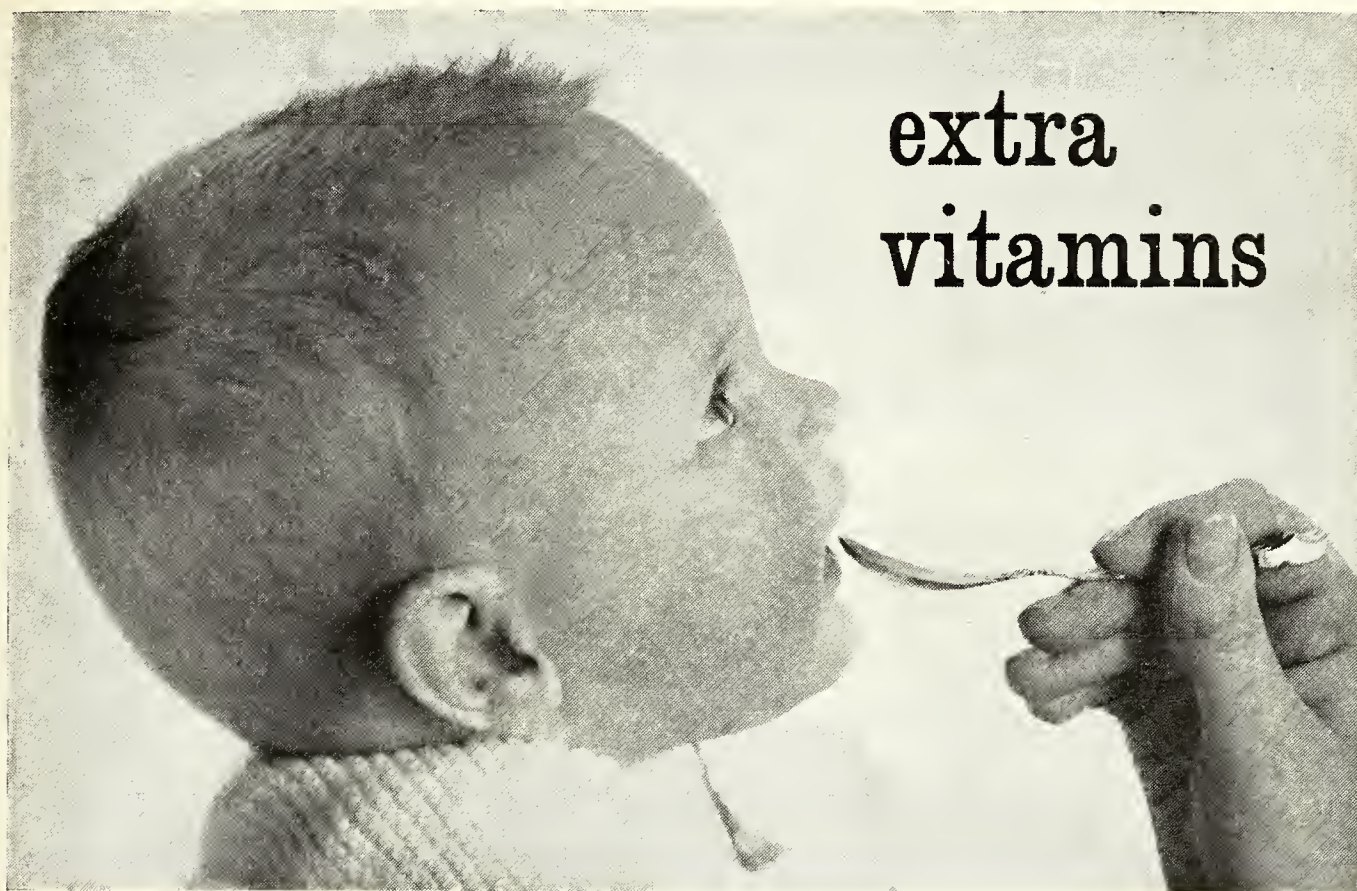
MR. G. DRURY suggested, as an alternative explanation, that if the coating were uneven the thinner parts would be broken down by enzymatic action more rapidly with a consequent acceleration of diffusion. DR. JACK did not believe that digestion played any great part in the process. Before lipase could hydrolyse a fat it had to be broken up into fine globules. The maximum melting point of the fats mentioned was about 58° C. Thus they would not melt in the intestine.

Replying to a question on the absorption of resin-bonded drugs, DR. JACK said the rule that drugs were absorbed as the unionised material was "one of the best biological generalisations put forward in the past ten years."

It had been found that acidic or neutral lipid-soluble drugs were absorbed from the stomach, whereas, basic drugs in general were poorly absorbed. In the intestines, however, an appreciable concentration of unionised free base was formed by hydrolysis, and basic drugs were well absorbed. Strong bases were more slowly absorbed than weak, the degree of absorption being proportional to the concentration of unassociated base present.

Analytical Difficulty

It seemed to MR. J. H. OAKLEY that a point had been reached that could cause analytical difficulty—the point at which it became more important to know not how much material was present, but how quickly it was released. He wondered how pharmacopoeia and testing authorities would cope with that. He also asked whether the rapidity of drug release from ion-exchange resins depended on the environmental pH, and whether the rate could be controlled. DR. JACK replied, on the point of analysis, that the usual method of controlling release rate was to establish at predetermined time intervals what range of percentage drug release was allowable. On the second point he said that, provided sulphonic-acid resins were used for basic drugs, pH played a secondary part with regard to release.



Extra vitamins A and D for babies are pleasantly and exactly provided by Adexolin Liquid which is virtually tasteless and presented in a convenient dropper bottle. Adequate supplies of vitamins A and D for pregnant and nursing mothers are amply provided by Adexolin Capsules. The vitamins in both forms of Adexolin are standardised and are made by Glaxo themselves, one of the country's major vitamin producers.

LIQUID: Bottles of $\frac{1}{2}$ oz. and 2 oz. (fitted with plastic droppers)

Retail Prices: 2/- and 4/4 Trade Prices: 18/- per doz. and 39/- per doz

CAPSULES: Bottles of 25 and 100

Retail Prices: 2/- and 6/- Trade Prices: 18/- per doz. and 54/- per doz.

ADEXOLIN

LIQUID and
CAPSULES

PROTECTIVE VITAMINS A AND D



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TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are in many instances augmented before wholesale dealers receive the goods into stock. Crude drugs and essential oils vary greatly in quality and higher prices are charged for selected qualities.

LONDON, MAY 23: Trade in all sectors of the market during the week was mainly dull, with consumers content to satisfy only their current needs.

AGAR was threepence per lb. dearer for shipment at 11s. 6d., c.i.f., while new-crop prices were received for CASCARA at 210s. per cwt., c.i.f. Shippers were also quoting for new crop MENTHOL from China at 47s. 6d. per lb., c.i.f., September-October shipment, and Formosan at 33s. 6d., c.i.f., for July-August. There was little change in the position of GINGER although Jamaican was easier by 20s. per cwt. PEACAVANHA supplies continued scarce and QUILLAIA tended firmer as supplies dwindled. Forward offers of Portuguese ERGOT were not available. Among AROMATIC SEEDS, Indian FENNEL at 115s. per cwt. spot, was 10s. up on the week.

In reporting on the enhanced value of CINCHONA BARK for QUININE extraction two weeks ago the description given was incomplete. The paragraph should have read "*C. ledgeriana* . . . which in 1960 cost about 14s. per lb. s.q. content in the bark, now costs nearly 22s. per lb. s.q. content in the bark." In other words bark containing 5 per cent. sulphate of quinine is now about 110s. per 100 lb. The druggist quality bark has also advanced in the last twelve months. St. Thome *succirubra* with t.a. content 8.98 per cent. has been sold at 1s. 9d. per lb. ex-wharf; lower testing material is available at 1s. 6½d. SENNA PODS and LEAVES remain extremely short on the spot. Shipments of Tinnevely material from Tuticorin during April were as follows:—

	U.K.	U.S.	EUROPE
SENNA LEAVES	tons 43	tons —	tons 45
PODS	—	—	—

Among ESSENTIAL OILS, BOIS DE ROSE continued its firmer tone, prices being 4s. per lb. higher. LEMONGRASS for shipment was threepence per lb. up while Brazilian PEPPERMINT was lower by threepence.

During the month Spanish OLIVE OIL prices have increased to £220-£230 per metric ton, f.o.b., from about £195. The spot value is now around 21s. 3d. per gall. ex wharf.

As previously anticipated CARMINE prices have advanced by 13s. per lb. to 89s. Bulk VITAMIN E is lower by 30s. per kilo in the case of TOCOPHERYL ACETATE.

Some fertilisers are being lowered; SULPHATE OF AMMONIA is reduced by 3s. 6d. per ton from June 1, the new prices being on a "delivered farm" basis instead of "delivered nearest railway station."

Pharmaceutical Chemicals

ACETIC ACID. — B.P. glacial, minimum terms, £92 per ton naked; 98-100 per cent. 88. If supplied in carboys and demijohns add £17 per ton; drums £7 extra; plus cost of containers returnable at seller's expense. 80 per cent. grades: technical £73 per ton and pure £79, minimum bulk term.

AMMONIUM ACETATE. — 1-cwt. lots of B.P.C. 1949, 4s. 5d per lb.

AMMONIUM BICARBONATE.—B.P. powder, £50 5s. per ton; CARBONATE, £81 10s. for lump and £85 10s. for powder.

AMMONIUM CHLORIDE. — One-cwt. lots B.P. powder, 105s. per cwt.; technical, 55s.

ANEURINE HYDROCHLORIDE. — 1-kilo £6 17s. 6d.; 10-kilos, £6 12s. per kilo.

ASCORBIC ACID.—One-kilo, £2 6s.; 10 kilos, £2 3s.

CALCIFEROL. — B.P. from 2s. 10½d. to 3s. 3d. per gm. for 1-kilo lots.

CALCIUM CARBONATE.—B.P. light precipitated powder, 1-ton lots, £36 10s. per ton in free bags, ex works.

CALCIUM CHLORIDE. — B.P.C. fused, granulated, 11½d. per lb. in 1-cwt. lots.

CALCIUM GLUCONATE. — Three-cwt. and upwards, 3s. 6d. per lb.; 1-2 cwt., 3s. 7d.

CALCIUM PANTOTHENATE. — £5 10s. per kilo.

CALCIUM PHOSPHATE.—B.P.C. is 1s. 5d. per lb. for 1-cwt. lots and 1s. 4d. for 5-cwt.

CALCIUM SUCCINATE.—10s. 6d. to 12s. per lb., as to quantity. SUCCINIC ACID is from 10s. 6d. to 12s. 3d. per lb.

CARMINE.—One-cwt. lots, 89s. per lb.

CHLOROCRESOL.—Pharmaceutical quality, 7s. 7d. per lb. (1-cwt. lots).

CYANOCOBALAMIN. — Less than 25-gm. lots, £7 per gm.; 100-gm., £6 10s. per gm.

DIGOXIN.—100-gm. lots, 78s. per gm.

EPHEDRINE. — ALKALOID nominally 6s. 6d. per oz. SULPHATE, 4s. and HYDROCHLORIDE, 3s. 3d. per oz.

FOLIC ACID. — B.P. and U.S.P., 1-kilo lots about £23 per kilo.

GUAIACOLS. — LIQUID B.P.C., 16s. per lb., for 1-cwt. lots; CRYSTALS, 15s. 9d.; CARBONATE, 18s.

HYDROCYANIC ACID.—Dilute B.P.C., from 3s. 2d. to 4s. per litre, as to quantity; Scheeles from 3s. 10d. to 4s. 9d.

HYDROQUINONE. — One-cwt. lots, 10s.; 1-ton, 8s. 6d. per lb.

IRON SALTS.—GLUCONATE, B.P.C., 5s. 4d. per lb. in 1-cwt. lots; SULPHATE, B.P., crystals, 10d. per lb. in 28-lb. lots: 1-cwt., 60s. per cwt., 5-cwt., 55s. per cwt.; granular, 2s. 6d. per cwt. extra. SULPHATE EXSICCATED, 1s. 6d. per lb. for 28-lb.; 1-cwt., 123s.; 5-cwt., 118s. per cwt., 1-cwt. fibre kegs free. Other packages extra. PHOSPHATE, B.P.C., 28-lb., 3s. 6d. per lb.; 1-cwt., 3s. 3d. PHOSPHATE B.P.C., 1-cwt., 3s. 6d. per lb. OXIDE RED PRECIPITATED, B.P.C., 1949, 1-cwt., 2s. 1d. per lb.; CARBONATE, SACCHARATED, B.P.C., 1949, 28-lb., 3s. 3d.; 1-cwt., 3s. — AMMONIUM CITRATE, scales, 4s. 1½d.; granular, 3s. 3½d. per lb. (5-cwt. lots).—AMMONIUM SULPHATE, 1-cwt., 1s. 7d. per lb.—QUININE CITRATE, 2s. 3d. per oz. in 100-oz. tin.

LACTATES. — CALCIUM, B.P.; 2s. 3d. per lb. in 5-cwt. lots and 2s. 4d. in 1-cwt. lots; CALCIUM SODIUM, 4s. 9d. and 4s. 10d.

NICOTINAMIDE. — (Per kilo). One-kilo, 3s. 6d.; 10 kilos, 37s.; 50 kilos, 36s.

NICOTINIC ACID.—One-kilo, 31s. 9d.; 50-kilos, 28s. per kilo.

NIKETHAMIDE.—Per kilo, 100s.

PARACETAMOL.—Ten cwt. to 1-ton lots, 10s. 6d. per lb.

PHENYTOIN SODIUM.—More than 25-kilo lots are about 43s. per kilo.

PYRIDOXINE. — One-kilo, £29 10s. per kilo; 10 kilos, £29 5s.

RIBOFLAVINE. — One kilo, £11 2s. 6d.

SALOL.—B.P.C., 9s. per lb. (1-cwt. lots).

SODIUM PANTOTHENATE.—£6 10s. per kilo.

SULPHUR.—SUBLIMED FLOWERS, B.P., £50 ton; COMMERCIAL, £45; POWDER, £19 to £24; PRECIPITATED, B.P., £110; ROLL, £24 10s. All ex store.

TANNIC ACID.—The B.P. levis, ex ether, 9s. per lb.; B.P. powder, 8s. 6d. (5-cwt. lots).

TARTARIC ACID.—(In kegs): 1-ton lots, 283s. per cwt.; 10-19 cwt., 286s., 5-9 cwt., 289s.; 1-4 cwt., 292s. Bags 8s. cwt. less. Crystals 7s. per cwt. more than powder and granular.

TEREBENE. — B.P.C., one-carboys lots, 4s. 5d. per lb.

THIOGLYCOLLIC ACID. — Basic rates per lb., 97-98 per cent., 26-lb. packs, 15s.; 75 per cent., 11s. 6d. AMMONIUM THIOGLYCOLLATE, 40 per cent. pH 9.3 (24-lb. pack), 6s. 8d.; MONOETHANOLAMINE THIOGLYCOLLATE, pH 9.9, 40 per cent., 9s. 10d. All carriage paid and subject to purchase tax.

THYMOL. — One-cwt. lots, 14s. per lb.

VITAMIN A. — Synthetic. Supplied in concentrate 1 million international units per gm. as acetate or palmitate the price is £26 per kilo for one-kilo lots.

VITAMIN D₂. — Powder for tableting 850,000 i.u. per gm., 141s. 9d. per kilo; in oil, 2 million i.u. per gm., 67s. 6d. per kilo for 100,000 m.i.u. Crystalline: see under calciferol.

VITAMIN E (synthetic or natural).—TOCOPHERYL ACETATE, B.P., 25 gm. to 100 gm., 9d. per gm., 100 gm. to 1 kilo, 7d. per gm., 1 kilo and under 10 kilos, £23 per kilo; 10 kilos, £22 15s. per kilo.

Industrial Chemicals

ACETALDEHYDE. — The 100 per cent. is £122 per ton.

ACETATES. — Per ton, spot 1-ton lots: AMYL (technical), £254 and B.S.S., £256. BUTYL £159; ETHYL, £134; ISOBUTYL (80 per cent.), £128; ISOPROPYL, £129.

ACETIC ANHYDRIDE. — 12-ton lots £108 per ton, delivered U.K. in returnable drums; 2½-ton, £112.

ACETONE.—One-ton lots spot, £79 per ton in drums.

BENZOLE.—Thiophene-free, 9s. 3½d. per gall. for one 50-gall. barrel; pure 6s. 3½d. per gall.

N-BUTYL ALCOHOL. — 1-5-ton lots, £159 per ton and one-ton lots, £163 per ton, SECONDARY, £130.

CARBON TETRACHLORIDE. — In 40-gall. drums, 1 ton and under 2 tons, £83 15s.; 4 tons and upwards, £82 5s.

ISOPROPYL ALCOHOL. — Technical grade (99 per cent.) in tank car lots from 4s. 8½d. to 4s. 10½d. per gall.; anhydrous in 45 gall. drum lots is 7s. 3d.

METHYL ETHYL KETONE.—One-ton lots, £138 10s. per ton.

NAPHTHALENE.—Contract prices per ton for phthalic makers are around £42, naked ex works.

PHTHALATES. — Prices (per ton) one-ton lots: DIBUTYL, £206; DI-ISOBUTYL, £199; DI-ETHYL, £190 10s.; DI-METHYL, £182.

STEARATES. — Spot prices for minimum 1-ton lots:—ALUMINIUM (all grades), 253s. 6d. per cwt. CALCIUM (precipitated), 243s. 6d. LEAD (30 per cent.), 223s. 6d.; MAGNESIUM (standard), 272s. and (superfine), 302s.; ZINC, 226s. to 286s. as to grade.

Crude Drugs

AGAR.—Kobé No. 1, 12s. 6d. per lb. in bond; shipment, 11s. 6d., c.i.f.

BALSAMS.—Per lb.: CANADA: Spot, 20s. 6d. to 25s. COPAIBA: B.P.C. grade, 11s. on spot. PERU: Spot, 8s. 6d., duty paid. TOLU: B.P., from 12s. to 17s. 6d. as to analysis.

BELLADONNA.—Herb and LEAVES unobtainable. ROOT, 1s. 10d. per lb. for material testing over 0.5 per cent.

BUCHU.—Spot, 4s. 3d. per lb.; May shipment, 3s. 11d., c.i.f.

CALAMUS.—Root, 100s. per cwt., spot, 87s. 6d., c.i.f.

CAPRICUMS.—East African on stalk, 150s. per cwt.; Ethiopian, 145s.

CARDAMOMS.—Aleppy greens, 9s. 6d. per lb., spot; shipment, 8s., c.i.f.

CASCARA.—Spot, 250s. per cwt.; new crop for June-July shipment, 210s., c.i.f.

CASSIA.—*Fistula*, 105s. per cwt.; *linea* (whole), for prompt shipment, 340s., c.i.f. Spot, 440s.; broken, 375s.

CHERRY BARK.—Thin natural, 1s. 9d. per lb.; shipment, 1s. 6½d., c.i.f.

CINNAMON QUILLS.—Shipment (c.i.f., per lb.) 4 O's, 5s. 6½d.; 3 O's, 5s. 1½d.; O, 4s. 9½d.; quillings, 3s. 3½d.; featherings, 1s. 5½d.

COCHINEAL.—Black-brilliant, 8s. to 8s. 6d. per lb.; silver-grey, 6s. 6d. nominal.

COCILLANA.—Bark, 2s. per lb. on the spot.

ERGOT.—Spot, East European, 6s. 9d. per lb.; Portuguese, 9s.; shipment nominally 7s. 9d., c.i.f.

FRANGULA.—Spot, 87s. 6d. per cwt.

GENTIAN.—Spot, French, 150s. per cwt.

GINGER.—(Per cwt.). African spot and shipment nominal. Jamaican No 3, spot, 560s.; shipment, 525s. Cochín, spot, 235s.; shipment, 215s., c.i.f.

HENNA.—Indian, spot, 85s. to 90s. per cwt.; shipment, 58s., c.i.f.

HONEY.—(Per cwt.). Australian light amber, 100s. to 105s. and medium amber, 95s. to 100s. Argentine, 120s. to 125s.; Jamaican, 115s. to 120s.; Canadian clover, 150s. to 155s. Mexican, 110s. to 115s., ex warehouse.

IPECACUANHA.—Spot Costa Rican, 82s. 6d. per lb. Shipment: Colombian only offering, 56s. 6d., c.i.f., quoted.

JUNIPER BERRIES.—Italian, 125s. per cwt.; German, 120s.

KOLA NUTS.—African, 6d. spot and 4½d., c.i.f. (per lb.).

LEMON PEEL.—Spot, 2s. 3d. per lb.

LINSEED.—Whole, 75s. per cwt.; crushed, 105s.

LIQUORICE.—Natural root: Russian 67s. 6d. per cwt.; Anatolian, 60s.; Persian, 52s. 6d.; Sicilian 1-kilo bundles, 1s. 6d. per lb. Black juice: Anatolian from 200s. per cwt.; Italian stick from 392s. to 470s. per cwt.

LOBELIA HERB.—American spot, 6s. 3d. per lb.

MACE.—Whole pale blade, 21s. per lb., spot.

MALEFERN.—Root of 4 per cent. yield quoted at 75s. per cwt. and the 2 per cent. at 60s.

MENTHOL.—Chinese: spot, 52s. 6d. per lb. duty paid; September-October shipment, 47s. 6d., c.i.f. Brazilian, 33s. 6d. in bond; 32s. 9d., c.i.f. Formosan, 38s. 6d. in bond; July-August shipment, 33s. 6d., c.i.f.

MERCURY.—About £62 10s. per flask of 76-lb.

NUTMEGS.—West Indian 80's, 7s. 9d. per lb., spot; sound unassorted, 6s.; defectives, 5s.

NUX VOMICA.—Cochin, 80s. per cwt. on the spot.

ORANGE PEEL.—Spot: Sweet ribbon 1s. 10d. per lb.; bitter quarters: West Indian, 11½d.; Spanish, 1s.; bitter ribbon, 1s. 3d.

ORRIS ROOT.—Florentine, 335s. per cwt. **PAPAIN.**—No. 1 scarce at 30s. per lb., spot.

PEPPER.—White Sarawak spot, 3s. 1½d. to 3s. 2½d. per lb. as to quality; shipment, 3s., c.i.f. Black Sarawak spot, 2s. 8½d.; shipment, 2s. 5d., c.i.f. Black Malabar, 310s. per cwt. spot nominal; shipment, 292s. 6d., c.i.f.

PEPPERMINT.—Dutch whole leaves, 3s. per lb., c.i.f.

PIMENTO.—Spot, 588s. per cwt.; shipment, 540s., f.o.b.

PODOPHYLLUM.—*Emodi*, no offers, *Peltatum*, 365s. per cwt.

PYRETHRUM.—Extracts—partially dewaxed, 25 per cent. pyrethrins, 74s. 6d. to 65s. 6d. per lb.; decolourised dewaxed, 20 per cent., 66s. 6d. to 59s. 4d. per lb.

QUASSIA.—Spot 55s. per cwt.

QUILLAIA.—Spot 200s. per cwt. Shipment, 185s., c.i.f., nominal.

RHUBARB.—Chinese small rounds from 4s. 6d. to 9s. per lb. on the spot.

SAFFRON.—Mancha selecta, 170s. per lb. spot; shipment, 180s., c.i.f.

SARSAPARILLA.—Jamaican native red spot, 2s. 6d. per lb.; prompt shipment, 2s. 1d., c.i.f.

SEEDS.—(Per cwt.). ANISE.—Cyprian, 290s.; Syrian, 290s., in bond. CARAWAY.—Dutch, 160s., duty paid. CELERY.—Indian, 265s.; new-crop June-July shipment, 145s., c.i.f. CORIANDER.—Moroccan, 120s., duty paid; Indian bold, 77s. 6d.; Moroccan new-crop June-July shipment, 52s. 6d., c.i.f. CUMIN.—Cyprian, 175s.; Indian, 145s.; Iranian, 140s., duty paid; shipment: Iranian, 122s. 6d., c.i.f.; Moroccan for July-August, 155s., c.i.f. DILL.—Indian, 97s. 6d.; shipment, 68s. 6d., c.i.f. FENNEL.—Indian dealer at 115s.; shipment, 100s., c.i.f. FENUGREEK.—Moroccan, 92s. 6d., duty paid; Spanish, 82s. 6d., duty paid. Shipment, Moroccan new-crop, June-July, 45s., c.i.f. MUSTARD.—English, 60s. to 80s., according to quality.

SENNA.—(Per lb.). *Tinnevely* LEAVES, new crop, spot: Prime No. 1, 2s. 4d.; prime No. 2, cleared; No. 3, f.a.q., 1s. 1d. PODS: hand-picked, No. 1, 2s. 6d.; No. 2, 1s. 9d.; manufacturing cleared, *Alexandria* pods: Manufacturing, 1s. 7½d.; hand-picked, small lots from 4s. to 7s. 6d. as to quality.

SQUILL.—White 77s. 6d. to 85s. per cwt. as to holder.

STRAMONIUM.—Indian LEAVES 70s. per cwt. spot. Dutch 0.5 per cent. alkaloid, 93s., c.i.f.

STYRAX.—Spot, 23s. 6d. per lb.

TONQUIN BEANS.—Para spot, 5s. 9d. per lb.; shipment, 5s. 3d., c.i.f.

TRAGACANTH.—No. 1 ribbon, £135 to £137 10s. per cwt. No. 2, £127 10s. to £130.

TURMERIC.—Madras finger landing quoted at 155s. per cwt.

VALERIAN ROOT.—Spot: East European, 175s. per cwt.; Indian, 150s. Shipment: Belgian, 145s. c.i.f.; and Dutch 172s. 6d., c.i.f.

VANILLIN.—Rates (per lb.) are now:—5-cwt. lots, 21s. 6d.; 1-cwt., 21s. 9d.; 56-lb., 22s.; small quantities, 22s. 6d.

WAXES.—(Per cwt.). BEES'.—Dar-es-Salaam, spot, 427s. 6d.; shipment, 415s., c.i.f. Abyssinian, spot cleared; shipment, 375s., c.i.f. Sudanese, spot, 418s.; shipment, 372s. 6d., c.i.f. CANDELLILLA, spot, 465s.; CARNAUBA, fatty grey, spot, 400s.; shipment, 375s., c.i.f.; prime yellow, spot, 660s.; shipment, 622s. 6d., c.i.f.

WITCH HAZEL LEAVES.—Spot, 2s. 11d. per lb.

Essential and Expressed Oils

ALMOND.—Imported B.P., 4s. 11d. to 5s. 3d. per lb., duty paid as to quantity.

ANISE.—Chinese, 19s. 3d. per lb. spot; shipment, 18s. 9d., c.i.f.

BAY.—West Indian short on the spot, prices nominal.

CAMPOR, WHITE.—Chinese 2s. 1½d., duty paid, per lb.; shipment, 1s. 8d., c.i.f.

CANANGA.—Spot, 33s. per lb.

CARAWAY.—Imported oil, 35s. per lb.

CASSIA.—Chinese offered at 25s. per lb.

CASTOR.—Home produced B.P. oil, spot, £149 per ton naked ex mill (2-ton lots).

CEDARWOOD.—American rectified 9s. 6d. per lb. on the spot.

CELERY SEED.—From 96s. per lb.

CHAMOMILE.—Smalls 640s. per lb.

CINNAMON.—From quillings, best English-distilled is 650s. per lb.; other B.P. oils from 85s. per lb. Ceylon leaf, 12s. 6d.; Seychelles, 7s., spot.

CITRONELLA.—Ceylon, spot, 6s. 8d.; shipment, 6s. 7d. per lb., c.i.f. Formosan, spot, none in bond; May shipment, 8s. 9d., c.i.f.; Chinese, 8s. 8d., c.i.f.; spot; 9s. in bond.

CLOVE.—Madagascar leaf, spot, 8s. 3d. per lb., duty paid; shipment, 7s., c.i.f. RECTIFIED 87-88 per cent., 12s. Distilled bud-oil, English, B.P., 27s. for 1-cwt. lots.

CORIANDER.—B.P. oil, 48s. per lb., spot.

CUMIN.—Imported oil, 88s. 6d. per lb.; English-distilled, 85s.

GERANIUM.—Bourbon, 100s. to 120s. per lb. on the spot.

GINGER.—Imported: Jamaican, 130s. per lb.; Chinese, 72s. 6d., duty paid. English, 135s.

LAVANDIN.—From 20s. to 30s. per lb. as to quality.

LEMON.—Californian cold-pressed from 26s. per lb. spot.

LEMONGRASS.—Spot, 23s.; May shipment, 22s. per lb., c.i.f.

NUTMEG.—Imported B.P. oil is from 46s. to 90s. per lb. as to source. English distilled, 132s. 6d.

OLIVE.—Spot about 21s. 3d. per gall. in drums ex wharf; shipment, £220-£230 per 1,000 kilos, f.o.b., Spanish port.

PENNYROYAL.—Spot is 20s. per lb., duty paid.

PEPPERMINT.—*Arvensis*: Chinese spot, 26s.; shipment, 24s. 9d., c.i.f. Brazilian spot, 12s.; shipment, May, 11s. 3d., c.i.f. *Piperita*: Italian, 48s. per lb., spot nominal; shipment new crop, upwards of 60s. for best oil asked. American from 28s. to 30s. per lb. as to make.

PINE.—*Pumilionis* 32s. per lb.; *sylvestris*, 9s., *abietis*, 15s.

ROSEMARY.—Spanish is 9s. 3d. per lb. on the spot for best quality.

RUE.—Spanish is 23s. 6d. per lb. spot.

SAGE.—Spanish 8s. 6d. per lb., Dalmatian, 23s.

SANDALWOOD.—Spot Mysore, 145s. per lb.; forward, East Indian, 137s., c.i.f.

SASSAFRAS.—Brazilian is from 2s. 3d. per lb., duty paid.

SPEARMINT.—American oil on the spot 28s. per lb.

VETIVER.—Bourbon spot, 95s. to 105s. per lb.; shipment, 95s., c.i.f.

YLANG-YLANG.—Best oil about 145s. lb.

UNITED STATES REPORT

NEW YORK, MAY 22: Brazilian MENTHOL edged up another five cents to \$5.15 per lb. but Japanese material eased by 35 cents to \$8.50. Among ESSENTIAL OILS the only significant movement was a 75 cent drop in Bourbon GERANIUM to \$19 a lb.

PRINT AND PUBLICITY

PUBLICATIONS

Price Lists

CLIPSE PEAT Co., LTD., Ashcott, P.O. Box 12, Bridgwater, Somerset: Trade price list for Liquinure and Clays fertilisers, 1962, Pp. 4.

INTERNATIONAL FLAVORS & FRAGRANCES, 50 Great Cambridge Road, Enfield, Middlesex: List of aromatic chemicals. No. 2, 1962. Pp. 20.

MACARTHYS, LTD., Macrom House, Seymer Road, Romford, Essex: Illustrated list.

PRESS ADVERTISING

AYER PRODUCTS, DIVISION OF WINTHROP GROUP, LTD., Winthrop House, Surbiton, Surrey: Panadol elixir. In medical and pharmaceutical Press.

L. BENTON & Co., LTD., 186 Seven Sisters Road, London, N.7. Chandau hair lacquer and

spray. In national daily Press, women's and teenage magazines.

BURROUGHS WELLCOME & Co., 183 Euston Road, London, N.W.1: Marzine. In *Daily Express*, *Daily Mirror*, women's magazines.

HELEN CURTIS, LTD., 6 Albemarle Street, London, W.1: Instant Revivex. In *Daily Mail*, women's magazines.

ENGLISH GRAINS Co., LTD., Shobnall Road, Burton-on-Trent: Yestamin. In seven women's magazines.

ALFRED FRANKS & BARTLETT Co., LTD., 226 Gray's Inn Road, London, W.C.1: Bartex sunglasses. In national Press.

WILLIAM FREEMAN & Co., LTD., Suba-Seal Works, Staincross, Barnsley, Yorks: Suba-Seal hot-water bottles. In *Woman's Own*, *Woman's Realm*, *Woman's Weekly*.

GEVAERT, LTD., Great West Road, Brentford, Middlesex: Gevacolor negative and reversal films. In national Press.

GLAXO LABORATORIES LTD., Greenford, Middlesex: Farex, Ostermilk. In *Daily Express*, women's magazines.

GOLDEN, LTD., Berkeley Square House, Berkeley Square, London, W.1: Ambre Solaire. In national daily and Sunday Press. Color-Glo. In *Daily Mirror*, *Sunday Pictorial*, ten women's magazines.

THOS. GUEST & Co., LTD., 92 Carruthers Street, Ancoats, Manchester, 4: Sure Shield laxative and antiseptic cream. In *Sunday Pictorial*, *News of the World*, *Woman's Realm*.

COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of the week of insertion.

Monday, May 28

INSTRUMENTS, ELECTRONICS AND AUTOMATION EXHIBITION, Olympia, London, W.14. (Until June 2.)

ROMFORD BRANCH, PHARMACEUTICAL SOCIETY, Unicorn hotel, Gidea Park, Essex, at 7.45 p.m. Dr. H. R. M. Johnson on "Common Domestic Poisons."

SHOP EQUIPMENT AND SELF SERVICE EXHIBITION, Empire Hall, Olympia, London, W.14 (until June 1).

UNIVERSITY OF LONDON, Post-graduate medical school, 150 Du Cane Road, London, W.12, at 4 p.m. Dr. B. Ackner on "Diagnosis of Depressive Illness."

UNIVERSITY OF LONDON, St. Mary's Hospital medical school, Wright-Fleming Institute of Microbiology, Norfolk Place, London, W.2, at 5 p.m. Professor E. S. Lennox on "Antibody Synthesis Analysed at Cellular Level."

Tuesday, May 29

EAST METROPOLITAN and FINCHLEY BRANCHES, PHARMACEUTICAL SOCIETY, University of London school of pharmacy, Brunswick Square, London, W.C.1, at 8 p.m. Refresher course. Mr. J. M. Harris on "Histamine and Antihistamines."

WATFORD AND ST. ALBANS BRANCH, PHARMACEUTICAL SOCIETY, Three Horseshoes hotel, Garston, at 8 p.m. Annual meeting.

Wednesday, May 30

CARDIFF PHARMACISTS' ASSOCIATION AND BRANCH, Radyr Links. Golf day.

DONCASTER BRANCH, PHARMACEUTICAL SOCIETY, and DEPARTMENT OF PHARMACY, BRADFORD INSTITUTE OF TECHNOLOGY, lecture room B.24, department of chemistry and biology, Doncaster Technical College, Waterdale, at 8 p.m. Post-graduate course on "The Pharmacology of Modern Drugs," Mr. D. M. Archer on sulphonamides and broad-spectrum antibiotics.

ENFIELD CHEMISTS' ASSOCIATION, leaving Cecil Road, Enfield, at 1.30 p.m. Visit to the Royal Horticultural Society's gardens at Wisley, Surrey.

FAMILY PLANNING ASSOCIATION, Floral hall, Southport, at 2 p.m. Annual meeting and conference.

UNIVERSITY OF LONDON, Post-graduate medical school, 150 Du Cane Road, London, W.12, at 2 p.m. Professor G. V. R. Born on "Platelets in Clotting and Thrombosis."

Thursday, May 31

BRIGHTON AND HOVE BRANCH, PHARMACEUTICAL SOCIETY, Langford's hotel, Third Avenue, Hove, at 8 p.m. Annual meeting.

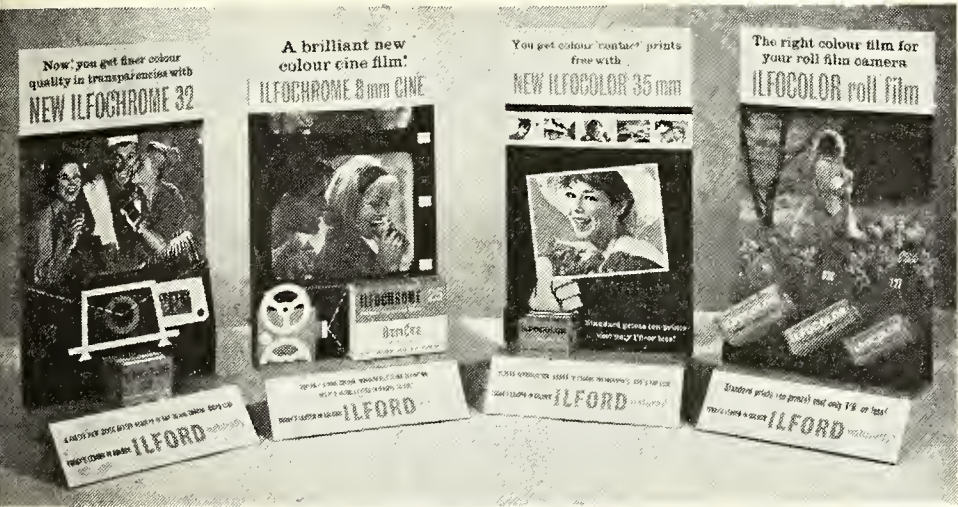
PORTSMOUTH BRANCH, PHARMACEUTICAL SOCIETY, Golden Hind hotel, Copnor Road, Portsmouth, at 7.45 p.m. Report by Branch Representatives.

Advance Information

CHEMICAL SOCIETY and UNIVERSITY OF BIRMINGHAM, Haworth chemistry building, University, Birmingham. International symposium on carbohydrate chemistry. July 16-20.

PHARMACEUTICAL GROUP, FRIENDS OF THE HEBREW UNIVERSITY, Colony club, Berkeley Square, London, W.1, at 7 p.m. Buffet and ball. June 17. Applications for tickets (45s.) to Dr. M. Donbrow, 9 The Ridgeway, London, N.W.4 (telephone: GRA 2118).

SOCIETE CHIMIQUE DE BELGIQUE, Brussels, Belgium. International Symposium on organic chemistry applied to the study of natural products excluding steroids and polypeptides. June 11-14.



DISPLAY QUARTET: Ilford, Ltd., Ilford, Essex, bring into three dimensions the current advertising campaign for their new colour films.

COMMERCIAL TELEVISION

Figures in the columns represent number of appearances of the product during the week.

June 3-9	London	Midland	North	Scotland	Wales	South	N.E.	Anglia	Ulster	Westward	Border	Grampian	Eireann
711 eau de Cologne	—	—	—	—	—	2	—	—	—	—	—	—	—
Airwick	5	—	—	—	—	—	—	—	—	—	—	—	—
Alka Seltzer	—	3	—	—	—	—	—	—	—	—	—	—	—
Andrews liver salt	5	4	1	2	2	2	2	2	2	2	2	2	—
Askit powders	—	—	—	14	—	—	—	—	8	—	7	—	2
Aspro	—	—	—	—	—	—	—	—	—	—	—	—	4
Biskoids	—	2	1	2	—	—	—	—	—	—	—	—	—
Body Mist	1	2	1	1	1	1	—	—	—	—	—	—	—
Brylcreem	2	3	—	—	—	—	—	—	—	—	—	—	—
Chandau hair spray and lacquer	—	—	2	—	—	—	—	—	—	—	—	—	—
Christy's lanolin face pack	1	1	1	1	1	—	2	1	—	—	—	—	—
Comfy hair rollers	—	3	—	—	—	—	—	—	—	—	—	—	—
Cuticura	—	2	—	2	—	—	2	—	2	—	—	—	—
Domestos	2	3	—	3	—	2	—	—	—	—	—	3	—
Efflit aerosols	1	1	1	1	1	1	1	1	—	—	—	—	—
Edex	—	—	—	—	—	2	3	—	—	—	—	—	—
Hi-Five	1	2	2	2	1	1	2	1	2	3	3	2	—
Lifeguard	—	—	—	—	—	—	—	—	1	—	—	—	2
Loxene hair cream	—	—	—	—	—	—	—	—	—	—	—	—	2
Loxene shampoo	3	—	—	—	—	—	—	—	—	—	—	3	—
Maclean's tooth-paste	1	1	3	—	5	2	—	3	4	3	—	—	—
Milk of Magnesia	2	5	3	1	1	1	1	1	1	1	1	1	—
tablets	1	1	1	1	1	1	1	1	1	1	1	1	—
Moorland tablets	—	—	—	1	—	—	—	2	—	—	—	—	—
Panets	2	—	—	—	—	—	—	—	—	—	—	—	1
Radox	—	—	—	—	—	—	—	—	1	—	—	—	1
Rennies	3	3	3	3	3	3	3	3	—	3	3	3	—
Kinstead pastilles	—	2	—	1	1	1	1	1	1	1	1	—	—
Swan Lake bath cubes	—	—	—	—	—	—	—	—	—	—	—	—	1
Thermos	1	1	1	—	—	—	—	—	—	—	—	—	—
Tru-gel	—	—	—	—	—	—	—	—	—	—	—	—	1
T-Zone	—	—	—	—	—	1	—	—	—	—	—	—	—
VO-5 hair spray	3	4	2	—	—	—	—	—	—	—	—	—	—
conditioner	3	4	3	1	—	—	—	—	—	—	—	—	—
Get Set	3	4	3	1	—	—	—	—	—	—	—	—	—
Vosene shampoo	2	1	—	—	1	2	—	2	—	1	—	—	—

WORLD TRADE

Tariff Cuts Approved.—The Common Market's Council of Ministers on May 15 formally approved a further 10 per cent. reduction in internal tariffs on industrial products commencing on July 1, bringing total cuts since the Common Market began to 50 per cent.

Japan Invests in Argentina.—The Argentine Ministry of Economy has announced a new investment proposal from Japan of US\$1 million in machinery, cash and equipment, for the installation of a plant to manufacture cameras, projectors and electronic flash equipment.

Venezuelan Pharmaceutical Industry.—A spokesman for the Venezuelan pharmaceutical industry has stated that 70 per cent. of the pharmaceutical products now imported by Venezuela will be produced in the country by the end of June and that by the end of this year the industry will provide 95 per cent. of the country's needs. Venezuela's pharmaceutical industry comprises over sixty manufacturing laboratories, but eleven others are to be built in the near future.

New Zealand Bans Certain Insecticides.—According to the Kenya Department of Trade and Supplies, a big new market has opened up to Kenya pyrethrum since New Zealand has banned the use on livestock of certain preparations containing chemical insecticides, following difficulties in selling fresh New Zealand meat to the United States and Canada because toxic insecticide residues have been found in significant quantities. The ban covers preparations containing aldrin, dieldrin, benzene hexachloride, lindane and DDT.

PATENTS

COMPLETE SPECIFICATIONS ACCEPTED From the "Official Journal (Patents)," May 16, 1962

- British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patent Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2, from July 4, 1962.
- Tablets for the prevention of dental caries.* B. T. Gilders, 900,389.
- Topical analgesic compositions.* Modern-Lab, Inc. 900,180.
- Process for producing an intrinsic-factor concentrate.* Merck & Co., Inc. 900,459.
- Process for obtaining an isoquinuclidine alkaloid from the plants of the genus Conopharyngia.* J. R. Geigy, A.G. 900,395.
- Trypsin solutions.* Armour & Co. 900,115.
- Preparation of collagenous polymers.* E. Kuntz, 900,181.
- Process for the manufacture of delta-tocopherol.* F. Hoffmann-La Roche & Co. 900,217-085.
- Steroids and process for preparing same.* CIBA, Ltd. 900,173.
- Steroid compounds and their preparation.* Merck & Co., Inc. 900,021-22.
- Bis-sulphinic acid compounds.* American Cyanamid Co. 900,172.
- Process for producing formaldehyde by oxidation of methanol.* Montecatini Soc. Generale per L'Industria Mineraria E Chimica. 900,404.
- Surface-active urethane derivatives.* Farbwerke Hoechst, A.G. 900,110.
- Process for the production of hydrazine hydrate.* Farbenfabriken Bayer, A.G. 900,397.
- Process for the oxidation of ethylene to ethylene oxide.* Shell Internationale Research Maatschappij, N.V. 900,376.
- Manufacture of polyurethanes.* Imperial Chemical Industries, Ltd. 900,392.
- Trifluoromethyl-aryl-sulphonamides for use as protective agents against textile pests and as herbicides.* Farbenfabriken Bayer, A.G. 900,111.

- Herbicide-active compounds, their preparation, and herbicidal compositions incorporating the same.* Amchem Products, Inc. 900,131.
- Sulphapyridazines and process for preparation.* American Cyanamid Co. 900,133.
- Process for refining of vegetable protein.* Ajinomoto K.K. 900,126.
- Label dispensing device.* Minnesota Mining and Manufacturing Co. 900,433.
- Apparatus and method for the manufacture of catamenial napkins.* Kimberly-Clark Corporation. 900,421.
- Processes of photographic reproduction.* Kodak, Ltd. 900,091-93.
- Photographic developing solutions.* Kodak, Ltd. 900,171.
- Photographic cameras.* Voigtlander, A.G. 900,297.
- Telephone lens.* Agfa, A.G. 900,096.
- Process for the production of photographic films having improved dimensional stability.* Agfa, A.G. 900,195.
- Highly-concentrated colour developer.* Agfa, A.G. 900,103.
- Photographic cameras.* Alfred Gauthier, G.m.b.H. 900,284.
- Photographic cameras having automatic exposure control means.* Kodak, Ltd. 900,252.
- Colour photography.* Polyfoto (England), Ltd. 900,053.
- N-monobenzyl derivatives of 2,4-diaminophenol and their use in photographic products, processes and compositions.* International Polaroid Corporation. 900,155.
- Photographic cameras having automatic exposure control means.* Kodak, Ltd. 900,253.

TRADE MARKS

APPLICATIONS ADVERTISED BEFORE REGISTRATION

- From the "Trade Marks Journal," May 16**
- For perfumes, toilet preparations (not medicated), cosmetic preparations, dentifrices, depilatory preparations, toilet articles (not included in other classes), preparations for the hair, and soaps (3)* LUMPLIX, 798,703, by L'Oreal, Paris, France.
- For perfumes, non-medicated toilet preparations, cosmetic preparations, dentifrices, depilatory preparations, toilet articles (not included in other classes), sachets for use in waving the hair, soaps and essential oils (3)* Device, 822,203, by Elizabeth of Sweden, Ltd., Kingston, 10, Jamaica, British West Indies.
- For bleaching preparations and substances for laundry use; detergents (not for use in industrial and manufacturing processes); cleaning, polishing, scouring and abrasive preparations (3)* R'MUV, B826,632, by Winthrop Group, Ltd., Surbiton, Surrey.
- For substances for use as perfume bases of the flower kind; and perfumes (3)* FLOROTONE, 828,208, by Soflor, Ltd., Perivale, Greenford, Middlesex.
- For all goods (3)* SEBBIX, 829,056, by Genatosan, Ltd., Loughborough, Leics. LADY MATEY, 829,248, by J. Nelson Prewitt, Inc., Rochester, New York, U.S.A.
- For pharmaceutical preparations and substances for the treatment of depression and weakness, and pharmaceutical preparations containing psychical energisers (5)* HIMOOD, B818,511, by Laboratorios Miquel, S.A., Barcelona, Spain.
- For pharmaceutical preparations and substances for use by injection (5)* JEXIN, 824,764, by Glaxo Laboratories, Ltd., Greenford, Middlesex.
- For pharmaceutical preparations and substances for human and veterinary use (5)* EREVAN, 825,487, by Evans Medical, Ltd., Speke, Liverpool, 24.
- For pharmaceutical preparations and substances (5)* TOBALIN, 825,754, by Kemiska Centrallaboratoriet, A.B., Stockholm, Sweden. NEO-PICATYL, 830,504, by Winthrop Group, Ltd., Surbiton, Surrey. AMDOPAL, 830,968, by Duncan, Flockhart & Co., Ltd., Edinburgh, 11.
- For pharmaceutical preparations and substances, all containing kinase substances (5)* KABIKINASE, 825,837, by A.B. Kaki, Stockholm, Sweden.
- For pharmaceutical and veterinary preparations, all being diuretics (5)*

- NEPHRIL, 826,430, by Chas Pfizer & Co Inc., Brooklyn, New York, U.S.A.
- For pharmaceutical preparations and veterinary products (5)* UTIP, 826,463, by Farbenfabriken Bayer, A.G. Leverkusen 22c, Germany.
- For pharmaceutical preparations containing diuretic agents (5)* DYTAC, 827,197, by Smith Kline & French Laboratories, Ltd., Welwyn Garden City, Herts.
- For pharmaceutical preparations (5)* PROPALGAN, 827,283, by C. F. Boehringer & Soehne, G.m.b.H., Mannheim-Waldhof, Germany. CENTROTON, 829,632, by Dr. A. Wander, S.A., Berne, Switzerland.
- For pharmaceutical and veterinary preparation (5)* ARVYNOL, NOCTIBEN, 829,514-15, by Chas Pfizer & Co., Inc., Brooklyn, New York, U.S.A.
- For all goods (5)* LEPIJONAL, 829,629, by Dr. A. Wander S.A., Berne, Switzerland. GENOVIX, 830,267, by Genatosan, Ltd., Loughborough, Leics. SALIFER, 830,855, by Laboratories for Applied Biology, Ltd., London, N.16.
- For photographic apparatus and instruments (9)* BOOTS, 824,350, by Boots Pure Drug Co. Ltd., Nottingham.
- For milk substances in soluble powder form extracted from soya beans (9)* GRANOGEN, 821,404, by Granose Foods Ltd., Watford, Herts.

CONTEMPORARY THEMES

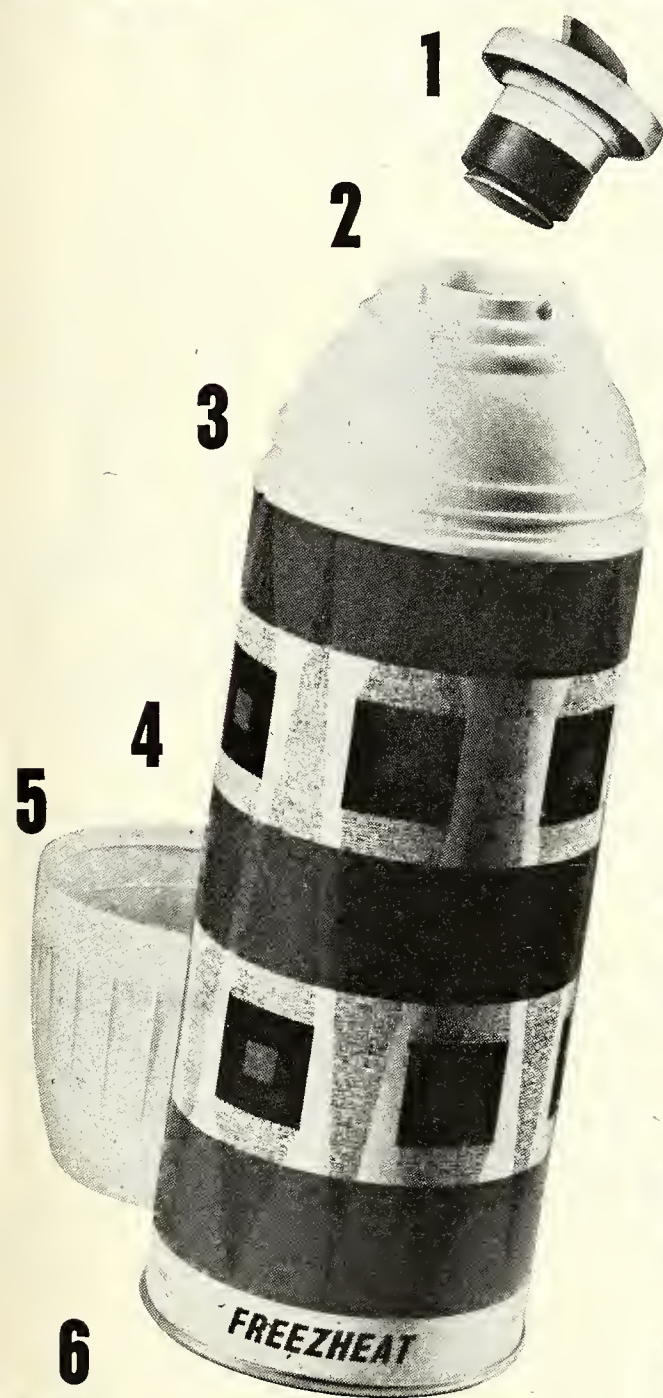
Subjects of contributions in current medical and technical periodicals

- MICROENCAPSULATION. *Western Druggist*, April.
- PARAFORMALDEHYDE. Antibacterial activity and aqueous solutions of. *Canad. Pharm. J.*, April.
- PHARMACY MODERNISATION SUPPLEMENT. *Canad. Pharm. J.*, April.
- ZERUMBONE (a sesquiterpene ketone isolated from *Zinger Serumbet*). *Pharmacology of Indian J. Pharm.*
- HORMONE IMPLANTS. Effect of on growth rate and wool growth of lambs on pasture. *Vet. Rec.*, May 19.
- ETROLENE and REULENE systemic insecticides. Further experiences with. *Vet. Rec.*, May 19.
- FILARIASIS CONTROL. Advances in. *W.H.O. Chron.*, May.
- MALARIA. Assessing progress in eradication. *W.H.O. Chron.*, May.
- HEMICHOLINIUM No. 3 and mammalian neuromuscular transmission. *Nature*, May 19.
- FILARIASIS CONTROL. Advances in. *Chron. Wld. hlth. Org.*, May.
- ANCYLOSTOMIASIS in Africa. *Chron. Wld. hlth. Org.*, May.
- PLANT GROWTH. Retardation of, by a new group of chemicals. *Science*, May 4.
- HOSPITAL PHARMACY STAFF NEEDS. *Amer. J. hosp. Pharm.*, April.
- STRIP PACKAGING. *Amer. J. hosp. Pharm.*, April.
- IODOPHORS. Performance tests of on flooring materials. *Amer. J. hosp. Pharm.*, April.
- METOPIRONONE dosage in pituitary function test. *Lancet*, May 19.
- JAUNDICE. *Brit. med. J.*, May 19.
- INDIVIDUAL INFUSION FLUIDS. Preparation of. *Brit. med. J.*, May 19.
- DESERIL and Ro 5-1025 carcinoid syndrome. Alleviation of diarrhoea and flushing with. *Brit. med. J.*, May 19.

WILLS

- MR. J. C. ARNOTT, M.P.S., 36 Malvern Road, Gloucester, left £6,983 (£2,855 net).
- MRS. LILIAN G. DOW, M.P.S., 10 Montague Avenue, Brockley, London, S.E.4, left £2,634 (£2,563 net).
- MR. J. S. FREER, M.P.S., 32 Cromwell Road, Cleethorpes, Lincs, left £6,756 (£5,545 net).
- MR. J. T. GILCHRIST, M.P.S., 75 Market Street, Dalton-in-Furness, Lancs, left £16,131 (£12,487 net).
- MR. T. S. GROUNDWATER, M.P.S., 14 Leeds Road, Selby, Yorks, left £13,461 (£9,212 net).

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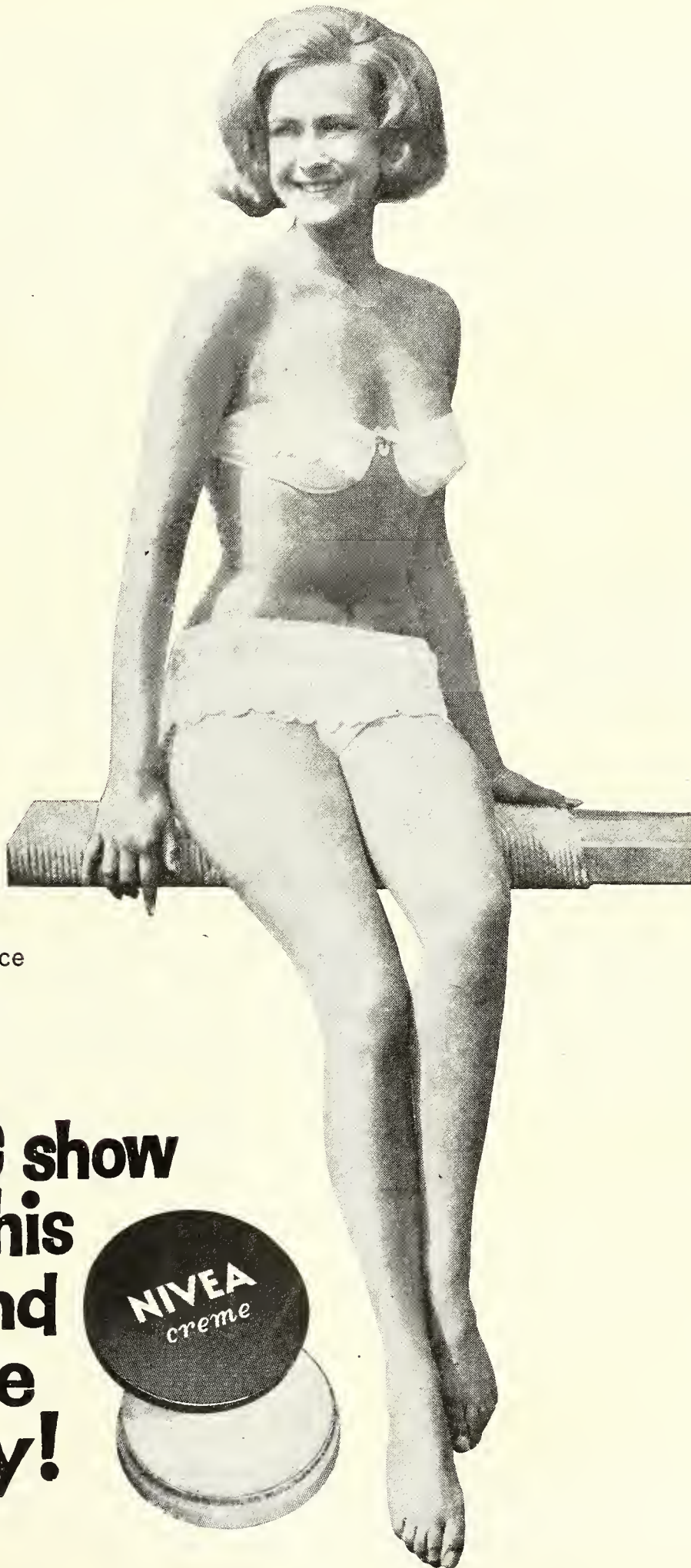
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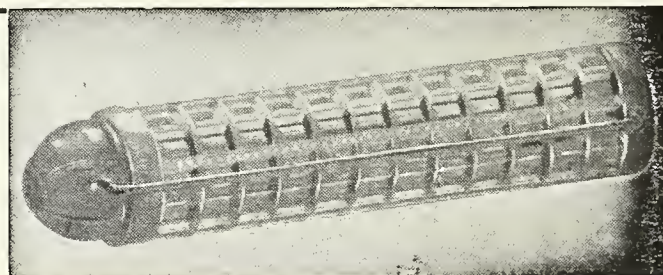
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Today's best value in heavy gauge **STEEL SHELVING**

£315.0

Also available in white at £5.15.0.
Extra shelves in white at 11/6 each.

Unassembled ready for erection

- Brand new—Manufactured in our own works.
- Shelves adjustable every inch.
- Heavy gauge shelves will carry 400lb. distributed weight each.
- Stove enamelled dark green.
- 6 shelves per bay—Extra shelves 8/- each.
- Quantity discount on orders for six bays or more.
- Send for Catalogue of other storage equipment.

Delivered free on the Mainland of England, Scotland & Wales
Satisfaction guaranteed or equipment replaced

N. C. BROWN LTD
Shelving Division, Heywood, Lancs. Tel: 69018
NORTH LANCASHIRE DEPOT, BEACH HOUSE, HAMBLETON, Near BLACKPOOL. TEL: HAMBLETON 411

up-up-up goes Color-Glo^{trade mark} advertising!

Stand by to make 1962 your biggest selling, most profitable year with Color-Glo



Every week MILLIONS of women will be convinced by the nation-wide COLOR-GLO advertising! Big spaces, full colour in all magazines, and black and white in the National press, appear in: ▶

It's the biggest advertising campaign ever launched for this successful, fast-selling product. Your customers can't miss it, and you can't miss making more sales, both new business and repeat! Get full benefit from this terrific advertising. Put COLOR-GLO where your customers can see it and make sure you've got...

The 13 beautiful Color-Glo Shades

DEEP RICH CHESTNUT • WARM CHESTNUT
BLACK TULIP • AUBURN • DEEP AUBURN • GOLDEN CHESTNUT
MOLTEN GOLD • DOVE GREY • HONEY BROWN

and the Color-Glo Sherry Shades
DARK-BROWN SHERRY • BROWN SHERRY
AMBER-BROWN SHERRY • LIGHT SHERRY

WOMAN • WOMAN'S OWN
WOMEN'S REALM • WOMAN & BEAUTY
SHE • EVERYWOMAN • FLAIR
VANITY FAIR • MODERN WOMAN
WOMAN'S MIRROR • DAILY MIRROR
and SUNDAY PICTORIAL

Color-Glo^{trade mark}

by L'OREAL

Semi-Permanent Hair Colouring

Price 23/- per dozen bottles, plus tax. Retail 3/9 per bottle

Manufactured and distributed by: **GOLDEN LIMITED** Berkeley Square House, Berkeley Square, London W 1 Mayfair 8240

Republic of Ireland enquiries to: *Lilmar Pharmaceuticals Limited, Santry, Dublin*

To take the burn out of sunburn this
summer your customers need

CHRISTY'S EMULSION



The soothing properties of Christy's Emulsion are well-known to the nation's sun-worshippers. They know they can rely on Christy's Emulsion to take all the burn out of sunburn . . . to leave their skin (which in most cases is covered for 50 weeks of the year!) a pleasing and painless golden brown. As holiday time approaches, make sure you have plentiful supplies to meet a bigger-than-ever demand for Christy's Emulsion.

Small bottles or tubes retail at 2/4, large bottles at 3/11.

Big advertising
has meant
increased sales.
Stock now to meet
Summer demand!



Christy's Emulsion

THOS. CHRISTY & Co. Limited, 152 NORTH LANE, ALDERSHOT, HANTS.

IMPORTANT ANNOUNCEMENT

THE CHEMIST AND DRUGGIST
8 May 20

BY

THE ENGLISH GRAINS CO. LTD.

MANUFACTURERS OF

YESTAMIN

YESTAMIN
IS TO BE PROMOTED
NATIONALLY USING

- * WOMAN
- * WOMAN'S WEEKLY
- * WOMAN'S MIRROR
- * WOMAN & BEAUTY
- * EVERYWOMAN
- * MODERN WOMAN
- * THE LADY

The distribution in the U.K. of YESTAMIN BREWERS' YE
F
TABLETS and POWDER in retail packs has been assigned

KENNETH WESTON MARKETING SERVICE LTD

CASTLE DONINGTON, DERBY

Tel.: CASTLE DONINGTON 316 (5 lines)

TO WHOM ALL ORDERS AND ENQUIRIES SHOULD BE
ADDRESSED OR THROUGH YOUR USUAL WHOLESALE

YESTAMIN *PRICES AND PACKS*

	COST PRICE	SELLING PRICE	CARTONS
Bottles of 50 tablets	14/6 per doz.	1/9 each	3 doz.
Bottles of 100 tablets	21/- per doz.	2/6 each	3 doz.
Bottles of 300 tablets	50/6 per doz.	6/- each	2 doz.
Powder — 8 oz. tin	33/6 per doz.	4/- each	1 doz.
Powder — 16 oz. tin	50/6 per doz.	6/- each	1 doz.



Natural Cold Pressed Almond Oil, a StaffordAllenS speciality. Pressed from high quality almonds without any chemical, water, or heat treatment at our works at Wharf Road.

For use in hand creams, cosmetics and for pharmaceutical use this natural vegetable oil cannot be surpassed. StaffordAllenS Almond Oil is shipped to most countries of the world. StaffordAllenS also press high quality Apricot Kernel Oil. Samples will gladly be sent on request.

STAFFORD ALLEN & SONS, LTD.
WHARF ROAD, LONDON, N.1

Tel: Clerkenwell 1000
Grams: Stafalens, Nordo, London

**NATURAL
COLD-
PRESSED
ALMOND
OIL**



StaffordAllenS

DOMINATING ADVERTISEMENTS WHOLE PAGES IN WOMEN



REVIVES AS IT BEAUTIFIES — INSTANTLY!



This unique self-selling Revivex Counter Dispenser contains one dozen large 1½ oz. packs that retail at 6/3 each — and it does *all the selling for you!* You'll enjoy new sales — repeat sales — and volume sales — simply by displaying the Helene Curtis Revivex Dispenser.

**WOMEN WILL BUY REVIVEX
HAIR CONDITIONER AND DRESSING
BECAUSE IT GIVES THEM**

- a unique deep down penetrating formula that revives as it beautifies—instantly.
- instant comb control.
- body and lustre never before possible.

✱ *Ask about our Special Introductory offer!*

**BEGINNING IN JULY in DAILY MAIL (in 2 colours)
VOGUE, FLAIR, VANITY FAIR AND WOMAN'S JOURNAL**

THE NATIONAL PRESS AND MAGAZINES INTRODUCE...

Now Helene Curtis introduces
a wonderful way to

REVIVE
AND
BEAUTIFY
YOUR
HAIR

INSTANTLY



DEEP DOWN PENETRATING FORMULA : INSTANT COMB CONTROL : BODY AND LUSTRE AS NEVER BEFORE

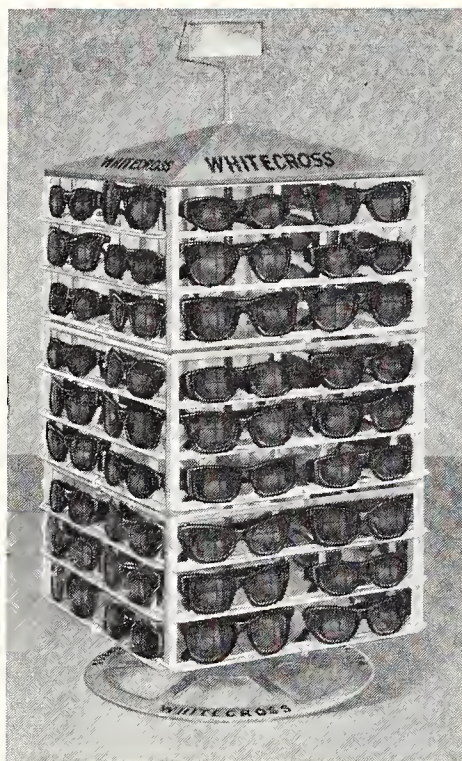
Only *Instant Revivex* has the unique formula that gives your hair gleaming beauty from the moment you use it . . . *Instant Revivex* makes your hair behave . . . you can see and feel the result instantly. More than a beauty treatment, *Instant Revivex* nourishes and conditions the hair . . . not a cloying cream but a rich, concentrated, translucent balm that instantly penetrates and coaxes new life into lack-lustre, unmanageable hair. In large 1½ oz. tube 6/3.

INSTANT REVIVEX created by *Helene Curtis* Paris - London - New York

This summer over nine million women will see this advertisement
for Helene Curtis instant hair conditioner and dressing!

FOR GLAMOUR WITHOUT GLARE

Whitecross

A range of the latest
continental fashion
sunglasses
for the 1962 season

THE WHITECROSS 'MINSTREL'

An attractive revolving display stand supplied FREE with an assortment of 8 dozen men's and ladies' black sunglasses retailing from 2/6 to 10/6.

					Price to Public
● Revolving Display Stand	...	...	...	...	FREE
● 12 Pieces 6682 Black	...	...	...	...	2/6 each
● 12 Pieces 3866 Black	...	...	...	...	3/6 each
● 12 Pieces 6680 Black	...	...	...	...	5/- each
● 12 Pieces 6636 Black	...	...	...	...	6/9 each
● 12 Pieces 1836 Black	...	...	...	...	7/6 each
● 12 Pieces 6675 Black	...	...	...	...	7/11 each
● 12 Pieces 7456 Black	...	...	...	...	9/11 each
● 12 Pieces 3056 Black	...	...	...	...	10/6 each

The above glasses are also supplied separately

Ask your usual
wholesaler for
illustrated
catalogue showing
our complete
range retailing
from 2/6.

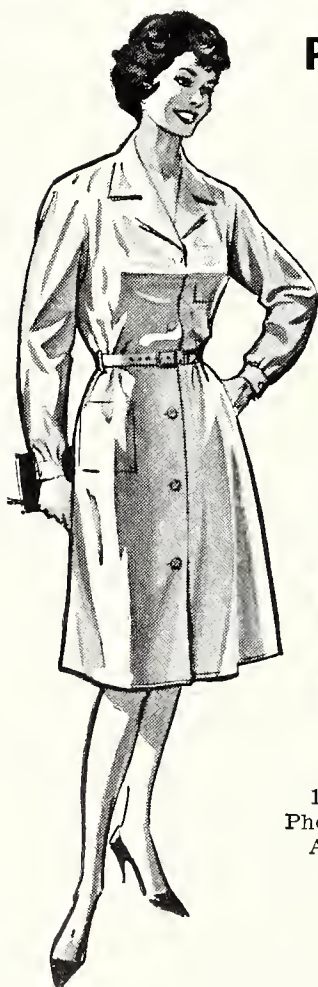
REG. TRADE MARK

Whitecross Optical Company

(Proprietors, Fredk. Lehmann Co Ltd.)

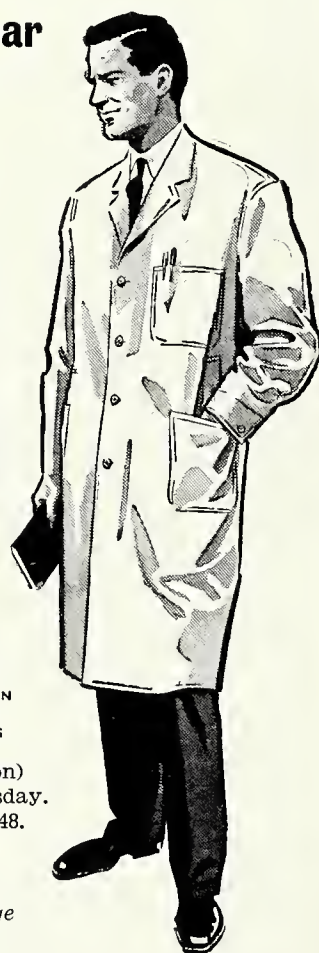
Frederick Works, Rochester Place, London, N.W.1

Telephone: GULliver 6731



Prescribed for good looks and long wear

GARDINER'S professional overalls

KAY Overall, in nylon, with flared skirt, tailored collar, three pockets and long sleeves. Colours: Lilac, Turquoise, White, Floral Blue, Royal Blue, Navy, Pink, Primrose. Sizes: SW, W, WX, OS. Price 50/11.**WESTMINSTER** Generously cut, well-finished coat, with tailored shoulders and seam back with vent. Two side pockets, one breast pocket with pen division. Side vents to trouser pockets, vent cuffs. Detachable buttons. In sizes 34-48" chest: white satin drill 36/6, heavy khaki drill 36/11, grey denim 36/11. In sizes 34-46" chest, white nylon 59/11.**GARDINER'S****THE OVERALL SPECIALISTS**1 Commercial Road, London E.1 (opposite Aldgate East Tube Station)
Phone BISHopsgate 6751/3. Open all day Saturday. Closed 1 p.m. Thursday.
Also at Deptford House, Deptford Broadway, S.E.8. Tel: TIDeway 1148.**ORDER BY POST:**We pay postage and packing on all orders value
£5 or over, orders under £5 please include 2/- extra for postage
and packing. Special Quotations for bulk orders.BY APPOINTMENT TO
HER MAJESTY THE QUEEN
SUPPLIERS OF
PROTECTIVE CLOTHING



Of early 14th century construction, the Star, Alfriston, is probably the oldest inn in Sussex, and is thought originally to have been a shelter for pilgrims and mendicant friars.

There is strong reason to believe that at one time it belonged to the great Benedictine Abbey of St. Martin at Battle.

Features include many interesting carvings in wood and an attractive, heavily timbered interior.

Food for thought?

The Star at Alfriston, here in Sussex, is one of those delightful old inns in which people have been made welcome for so many years that the very timbers seem dedicated to the needs of the traveller.

As soon as you enter you feel you are in the right place—you can even relax with a problem.

Incidentally, that has been said of the Cox Organisation. If you have a manufacturing problem, why not have a word with our technicians who have a great deal of experience behind them. They will welcome you and the opportunity of helping you.

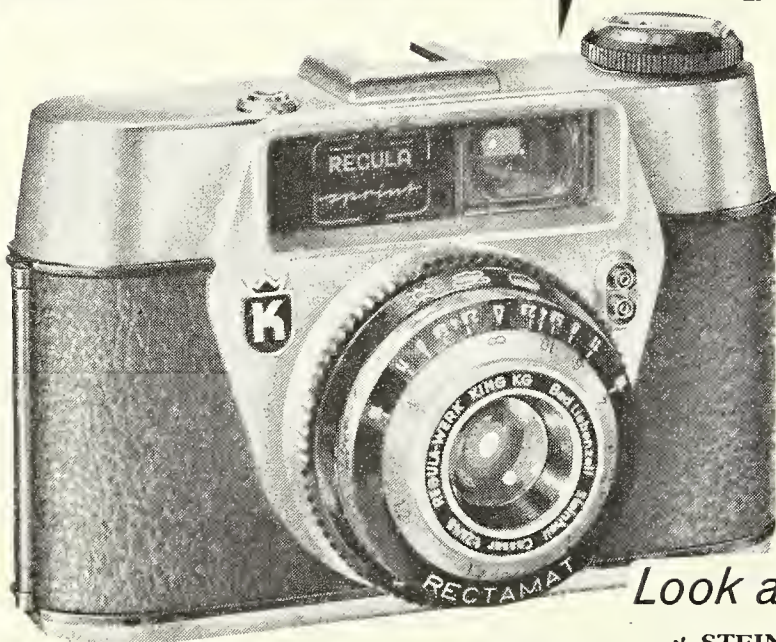
Pharmaceutically, we endeavour to cater for most people.

ARTHUR H. COX & CO. LTD.

BRIGHTON, ENGLAND

SENSATIONAL NEW

REGULA *Sprint*



**SELLS
AT
£9.19.9**

Look at its selling points—

Not one other camera offers so much at the price. If you want to keep ahead in camera sales you can't afford not to be selling the Regula 'Sprint' this spring and summer. It sets a new level of performance for a low price camera.

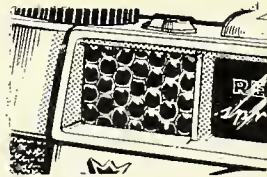
- * STEINHEIL CASSAR f2.8 coated colour-corrected LENS.
- * PROGRAMMED EXPOSURE SETTING with a SINGLE RING.
- * CHOICE OF EXPOSURE by time/aperture combinations or symbols for subjects and light conditions.
- * FULLY PROGRAMMED 'RECTAMAT' SHUTTER to 1/250 sec.
- * TRUE LUMINOUS FRAME VIEWFINDER.
- * LEVER WIND with double exposure prevention
- * HANDY RE-WIND LEVER
- * TWIN SYNCHRONISED for flash
- * AUTOMATIC ZEROING EXPOSURE COUNTER.
- * MADE BY CRAFTSMEN IN WEST GERMANY.

DYNAMIC TV and NATIONAL PRESS ADVERTISING

starting April will make
23 MILLION PEOPLE CAMERA-CONSCIOUS
be ready for the demand
STOCK UP NOW!

Special Discounts for quantities.

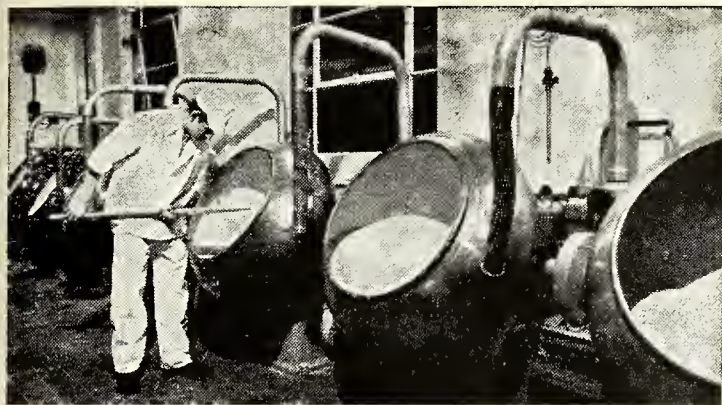
The REGULA 'Sprintic'
Same brilliant specification
as the 'Sprint' plus precision
Bewi 'Measuring Eye' to
sell at **£15.19.9**



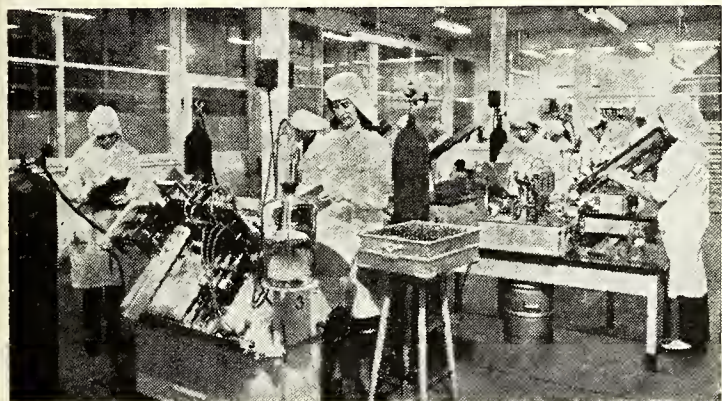
Write to Dept. R79

PHOTOPIA LTD., Newcastle, Staffs.

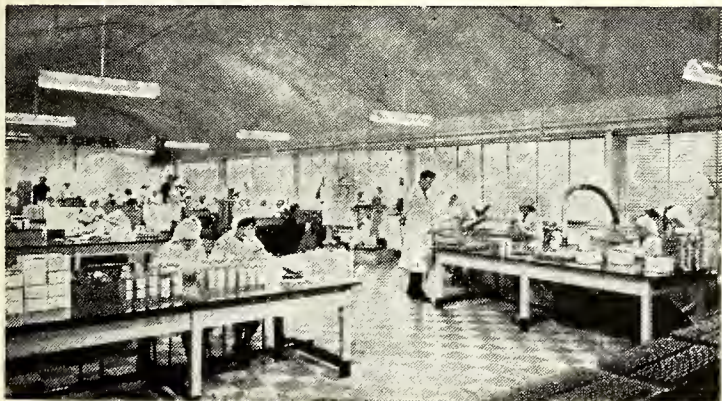
TABLETS



INJECTIONS



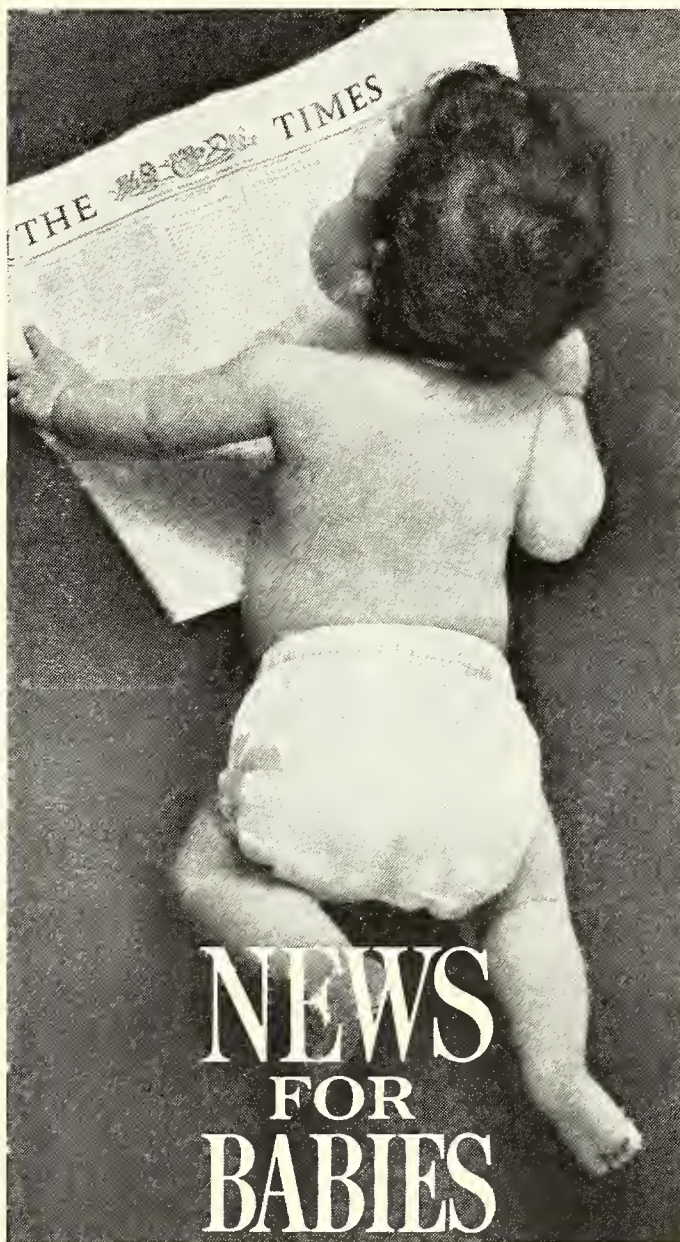
ANTIBIOTIC Preparations

HORMONE Preparations
& LIVER EXTRACTS**ANTIGEN**

Roscrea, Co. Tipperary, Ireland.

Manufacturers of Pharmaceutical,
Medical and Veterinary products.

Arrow

means
NEWS FOR YOU!

Robinson's introduction of the new PADDI-PILCH nappy holder priced at only 2/11d will be sure to bring you even greater sales of PADDI-pads, still the best, softest and cheapest babies' *disposable* nappies.

Starting in July, mothers will see this delightful baby in many widely read women's magazines and specialised parent publications. There will undoubtedly be a very wide demand for this new garment – and this will automatically sell more PADDI-pads. Make sure you are ready to meet the demand by ordering now.

Note: You may obtain a special discount of from 5% to 10% by including MENE TOWELS on your order for PADDI-pads. Ask for details – now.

PADDI-PILCH Selling price 2/11 each, in four sizes.

PADDI-pads Selling price 1/9 per packet of 10 pads.

PADDI (original adjustable garment) Selling price 5/6, in small, medium and large sizes. Extra large 6/11 each.

ROBINSON & SONS LTD., Wheat Bridge Mills, Chesterfield.

Each time these
Powerful Advertisements
appear in the
DAILY EXPRESS
they reach over 13 million readers

This powerful campaign for Ilford products will run throughout the Summer months in 1962—the *peak open-air photography period*.

Whole and half pages will bring excellent business your way. Are you

well stocked up? Are you carrying the new Ilfocolor 35 mm, new Ilfochrome 32 and the new Ilfochrome 8 mm? These advertisements in the top circulation Daily Express will really boost your sales!

TODAY'S LEADER IN COLOUR

ILFORD natural

ILFORD introduces two great advances in colour photography

is the biggest colour film news for years! Ilford, whose black and white film is everywhere preferred by photographers for its brilliant quality, now introduces two magnificent new colour films. These new films will give improved results in any 35mm camera of any make. Read all about them.

Take brilliantly clear pictures with an **ILFORD CAMERA**

YOUR BEST ANY NEW MOVIES BUY THIS YEAR. COMPLETE BUNDLE FROM £15.00 TO £35.00. BUT NOW!




Now! you get finer colour quality in transparencies with **NEW ILFOCHROME 32**



IT'S A FASTER FILM THAT GIVES BETTER RESULTS IN ANY 35mm CAMERA. (and it takes less exposure!)

ILFOCHROME 32

ILFORD



YOU GET FREE COLOUR 'CONTACT' PRINTS WITH **NEW ILFOCOLOR 35mm**


ILFOCOLOR
Colour Negative Film




YOU GET FINER COLOUR QUALITY IN TRANSPARENCIES WITH **NEW ILFOCHROME**

ILFOCHROME 32
for colour transparencies

Now! **ILFORD** brings out a brilliant colour cine film! **NEW ILFOCHROME 8mm CINE**



You get colour 'contact' prints free with **NEW ILFOCOLOR 35mm**

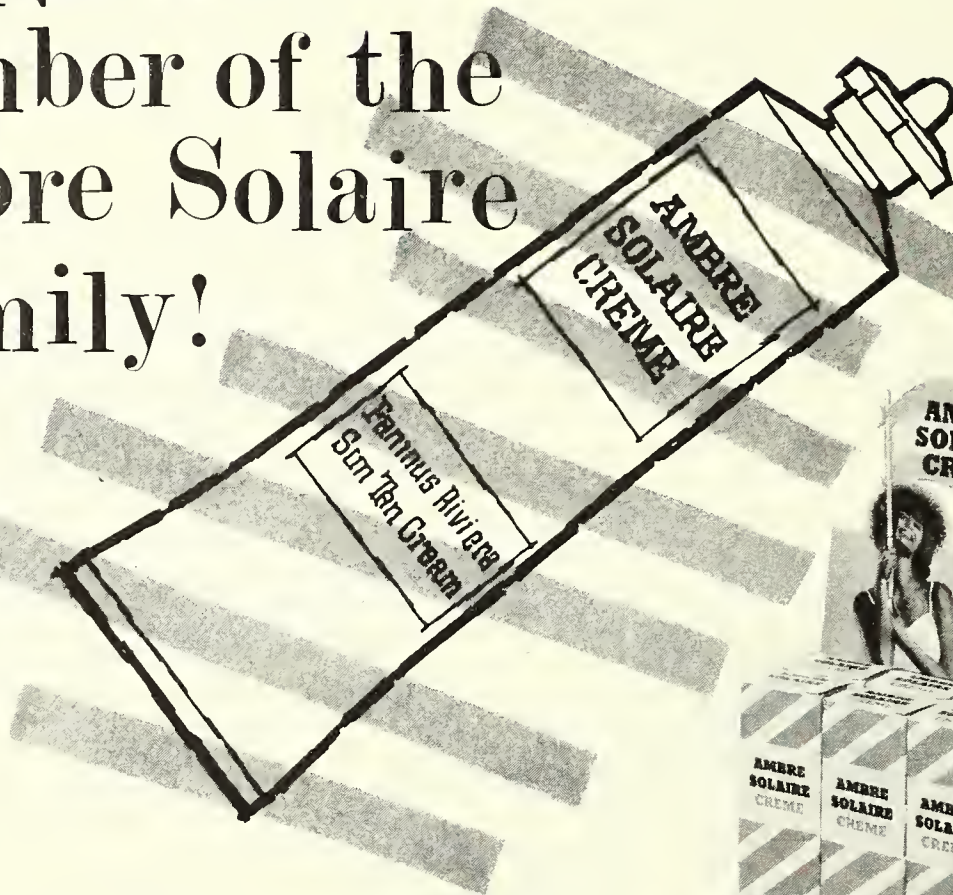


ILFOCOLOR
Colour Negative Film

ILFORD

TODAY'S LEADER IN COLOUR **ILFORD** natural

A NEW member of the Ambre Solaire family!



Ambre Solaire Creme Sun Tan cream in tubes that sell on sight

Now Ambre Solaire Crème comes in popular priced tubes, to bring you still more sales and profit.

Cash in on the big Summer demand for this fast-selling line—Ambre Solaire Creme. Trade Price 40/- per doz. tubes, plus tax. Retail Price 6/6 tube.

Also available are the ever popular—

Ambre Solaire Oil: In handy bottles. Price 7/3.

Ambre Solaire Oil in Aerosol:
Really economical because it lasts for so long. Price 15/-.

Ambre Solaire Mousse in Aerosol:
Especially suitable for women, children and those with sensitive skins. Price 15/-.

This Summer nation-wide advertising for Ambre Solaire will reach millions every week, with dominant spaces in

DAILY EXPRESS · DAILY MAIL

DAILY TELEGRAPH

SUNDAY TIMES

SUNDAY OBSERVER

AMBRE SOLAIRE

gives the quickest, deepest tan without burning

Manufactured and distributed by GOLDEN LIMITED, Berkeley Square House, Berkeley Square, London, W.1. Mayfair 8240
Ambre Solaire Oil (bottle only) now available in Eire—Trade Enquiries to: Lilmar Pharmaceuticals Limited, Santry, Dublin





Remington bring in another sales-getter!

The Rollershave at £5.19.6

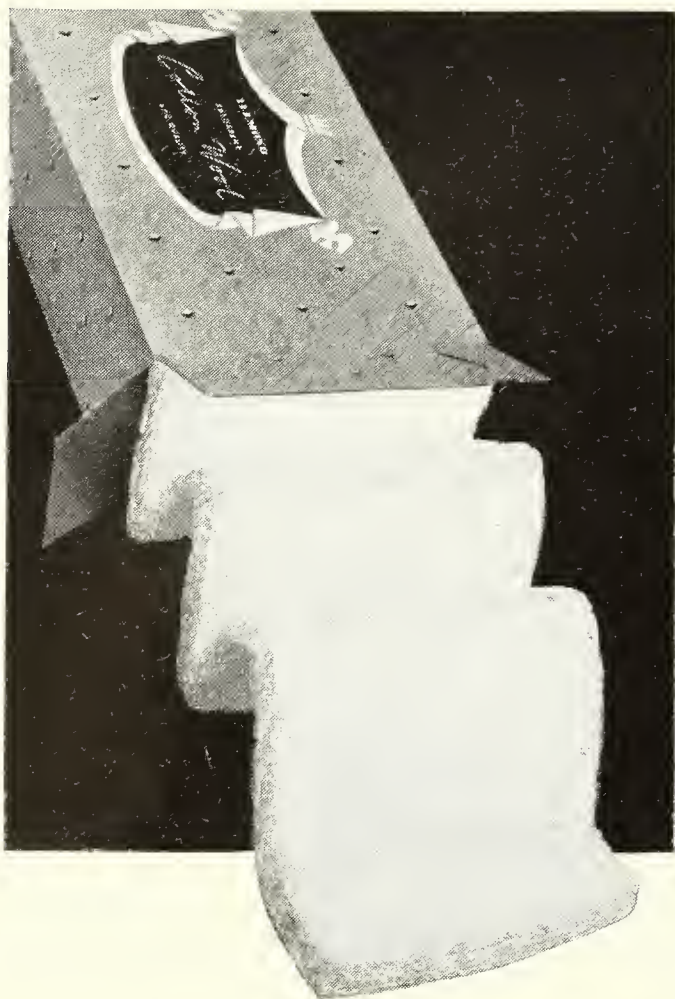
(Trade Mark)

New addition to the Remington range! Now, with the Rollershave, here's Remington quality and prestige for the low-price shaver market. It will mean more and more men turning to electric shaving! It means *extra* business for you. Your customers will be looking out for the Rollershave. Make sure they can see it—and try it—in *your* shop.

- * Two twin shaving heads
- * Chevron-angle cutters
- * Exclusive Roller-Combs
- * Dual voltage
- * Easy-grip, foam-rubber pads

Now there's a complete Remington price range: Lektronic £14 14s. 0d. Roll-A-Matic £9 19s. 6d. Rollershave £5 19s. 6d.

REMINGTON—there's no substitute for quality



E. ILLINGWORTH & CO. (Bradford) Ltd.

COTTON WOOLS

ILLMOND—COTTON WOOL DISPENSER PACK

Package has tuck-in ends and can be re-sealed. Hygiene ensured. Elegant design of pack makes it perfect for a lady's dressing table. Only as much as is needed is pulled out at a time.

B.P.C. quality cotton wools. Hospital quality cotton wool (Drug Tariff). Sterilised and Unsterilised in all weights, for Home and Export.

Quantities labelled with your own labels from $\frac{1}{2}$ oz. to 16 oz. standard packets.

Bottle neck wool, filter pads, gauze and cotton tissue B.P.C. Quality. Respirator refills.

PACKING MATERIALS

NEEDLELOOM FELTS

for thermal, sound and vibration insulation and protection.

COTTON WOOLS

Bleached and Unbleached Rolls from 2 in. to 40 in. wide, weights 3 oz. per sq. yd. upwards.

Sized Waddings.
Cut Sizes or Rolls.

E. ILLINGWORTH & CO. (Bradford) Ltd.

SHELF MILLS, SHELF, NR. HALIFAX, YORKS.

Tel: BRADFORD 76261/9 Grams: "ILLMOND BRADFORD"

6 ft. DISPLAY COUNTER



£27. 10. 0.

or £6. 10. 0 down and 12 monthly payments of £2.

Make the most of your displays with this handsome counter. Sliding glass doors and adjustable shelf. Light oak finish.

Dimensions: 72" long, 36" high (including 6" legs), 24" deep.

Delivered free by our own van to all areas

Send for Illustrated Brochure

THIRSK

EQUIPMENT COMPANY LIMITED. Dept. C.D., 741-743 Garratt Lane, London, S.W.17. Tel: WIMbledon 2291 (4 lines)

STERILIZER for



**EYE SOLUTIONS
AND DROPPER
BOTTLES**

For sterilization by steam of eye-drops in 2, 4 or 8 drachm bottles with rubber teats or of the bottles alone.

There are two standard sizes, the capacities of which are:
4 bottles (Leaflet No. 161).
16 bottles (Leaflet No. 861).



JACOB, WHITE & CO. LTD.

324 UPPER STREET, LONDON, N.1.

Telephone: CANonbury 3233

**FOR RAPID AND EFFICIENT
PHARMACEUTICAL SERVICE**

**M
A
C
A
R
T
H
Y
S**

TELEPHONE

★	ROMford	46021
★	KIPLing	5555
★	WILlesden	1200
★	ARDwick	5131
★	MARyhill	5221



THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY
and all sections of the drug, pharmaceutical,
fine chemical, cosmetic, and allied industries

*Official organ of the Pharmaceutical Society of Ireland
and of the Pharmaceutical Society of Northern Ireland*

Volume 177

May 26, 1962

No. 4293

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Cumulative price list (home copies only): loose supplement.*

PUBLISHED BY

MORGAN BROTHERS (PUBLISHERS), LTD.,
at 28 Essex Street, Strand, London, W.C.2

Telephone: Central 6565

Telegrams: Chemicus, Estrand, London



MEMBER OF THE AUDIT BUREAU OF CIRCULATIONS



MORGAN BROTHERS (PUBLISHERS), LTD. 1962

GLASGOW: 160 Nether Auldhouse Road, S.3. Phone: Langside 2679.
LEEDS, 16: 32 Wynford Rise, West Park. Phone: Leeds 67 8438.
WOLVERHAMPTON: 89 Woodland Avenue, Tettenhall Wood.
Phone: Wolverhampton 52301.

ANNUAL SUBSCRIPTION

which includes The Chemist and Druggist Diary and Year
Book, £2 10s. Single copies one shilling each (postage 5d.).



When you order
LENTE insulins -
specify 'WELLCOME'
LENTE insulins

The 'Wellcome' I.Z.S. range includes LENTE, SEMILENTE, and ULTRALENTE insulins, which, like all other 'Wellcome' Insulins, are made and tested throughout at the Wellcome Chemical Works, Dartford.

Other 'Wellcome' Insulins are SOLUBLE, PROTAMINE ZINC, GLOBIN ZINC, and ISOPHANE.

LENTE, SEMILENTE and ULTRALENTE are trade marks

specify
'WELLCOME'
BRAND
INSULINS

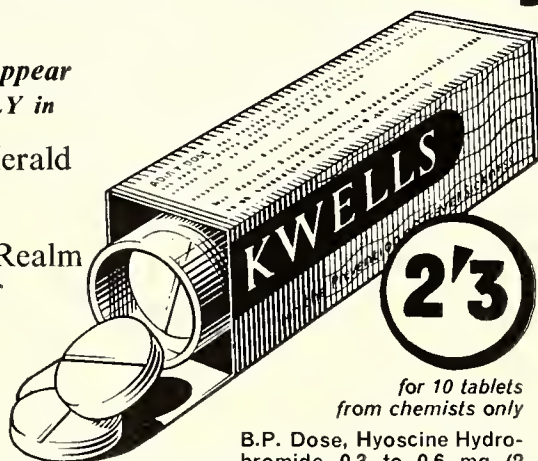
 **BURROUGHS WELLCOME & CO.**
(The Wellcome Foundation Ltd.) LONDON

KWELLS

is the fastest-selling travel sickness remedy

— and fast-selling Kwells advertising will appear
EVERY WEEK DURING JUNE AND JULY in

- * Daily Express Daily Mail Daily Herald
Daily Mirror Daily Telegraph
- * Woman Woman's Own Woman's Realm
Woman's Weekly Woman's Mirror
- * London Evening News and
Evening Standard
- * 32 Major Provincial Morning and
Evening Newspapers
plus Family Doctor, Parents and Go magazines



for 10 tablets
from chemists only

B.P. Dose, Hyoscine Hydro-
bromide 0.3 to 0.6 mg (2
Kwells tablets equal 0.6 mg).
The correct dose for child-
ren is clearly stated on the
packet.

There's nothing better than

KWELLS

Please look to your stock of Kwells now,
and see your Nicholas Representative
when he calls with new display material.

The Hyoscine Formula

A NICHOLAS



PRODUCT

SUMMER

Is Peak sale time

FOR



Suitable for

BURNS AND WOUNDS

NAPPY RASH

SORENESS

SUNBURN

CHAPPED HANDS

STINGS AND BITES

Retail

2/6

tube

FROM
CHEMISTS
ONLY

*Trade price 20/- per doz. + bonus, with double bonus on
3 doz. lots*

We recommend you to keep AIDEX on permanent display from now until the Autumn. Year after year during this period there are unpredictable yet frequent demands for a burn and wound cream and those requiring it will head for the chemist where they have seen Aidex prominently displayed. Aidex contains Benzocaine and therefore gives

immediate pain relief, a very desirable feature from the sufferer's point of view, for which he will thank you, and call again. Remember too that Aidex, having various First Aid uses, is a steady seller at all times of the year, is "Chemists only," and carries big profits.

A PRODUCT OF

Crosby, Gerrards & Co. Ltd.

OLDBURY, BIRMINGHAM

Telephone: BROadwell 1355 (5 lines)

£100 for you
£150 for your staff
A MOTORISED CARAVAN or £1,000 for your customer

FIRST PRIZES

3 good reasons for promoting the **PROM** 'Fun for the Family' competition

SIMPLE AND EASY TO ENTER!

For your customers, 28 big prizes in all, including ● a completely fitted Kenex Carefree De Luxe Motorised Caravan (or £1,000) ● a Decca Stereogram with VHF-FM Radio and £50 worth of Record Vouchers ● a Singer Slant-o-matic Sewing Machine ● 10 Decca Transistor Radiograms ● 15 Brexton Fitted Picnic Cases. And for you, 27 additional prizes—you get £5 for each of the remaining 27 winners who purchased Prom from you.



**The news breaks
 June 5th
 with full pages in**

**WOMAN
 WOMAN'S OWN
 WOMAN'S REALM
 DAILY MIRROR**
 will be seen
 by 14 million women



Display the news on your counter

Eye-catching merchandiser holds large and small size packs of Pink Rose Prom and White Rose Prom, plus supply of competition entry forms.

ORDER NOW FROM YOUR *Toni* REPRESENTATIVE, OR WRITE DIRECT TO
 THE TONI COMPANY, FARNBOROUGH, HANTS., for full information and competition leaflets.

ANALGESICS

For many years we have been engaged in this field of manufacture with the result that we now offer the following, all of which, in their separate ways play an increasing and important part in the alleviation of suffering

**ASPIRIN B.P.
PARACETAMOL PURE
SALICYLAMIDE PURE**

The
Symbol
of



Quality
and
Service

We would welcome the opportunity of quoting our keenest prices and submitting samples.

**GRAESSER SALICYLATES LIMITED
SANDYCROFT, NR. CHESTER**

Telephone: HAWARDEN 2125 Telegrams: "QUALITY" CHESTER

Ulay Vitamin Night Cream

This is to advise that supplies of this recently introduced vitamin night cream can be obtained through your usual wholesalers. 2 oz. jars only. Retail price 9/-.

(Normal trade discount applicable)

Distributors:

BIOMETICA LIMITED
Barnet By - Pass, Boreham Wood,
Herts.

(also distributors for Oil of Ulay and Lemon
Delph Freshener)

now is the time to stock up with

'NIAGARA'
Blackcurrant Drink

THE
BLACKCURRANT DRINK
IN THE
EYECATCHING
NEW PACK



Made from the finest blackcurrants and pure cane sugar, 'Niagara'—rich in Vitamin C—is the ideal health drink for both young and old. Make sure you have ample supplies, because 'Niagara' has 'year round' appeal. Display material available.

ORDER FROM YOUR WHOLESALER NOW!

PROCESSED BY



BARNETT & FOSTER LTD

Queensbridge Road, London, E.8.

Tel: CLIssold 7132

Head Office and Accounts: Niagara Works, Eagle Wharf Road, London, N.1

AP 130

Vitamin D3

Vitamin D3 Crystalline

**Vitamin D3/Cholesterol
Double Compound**

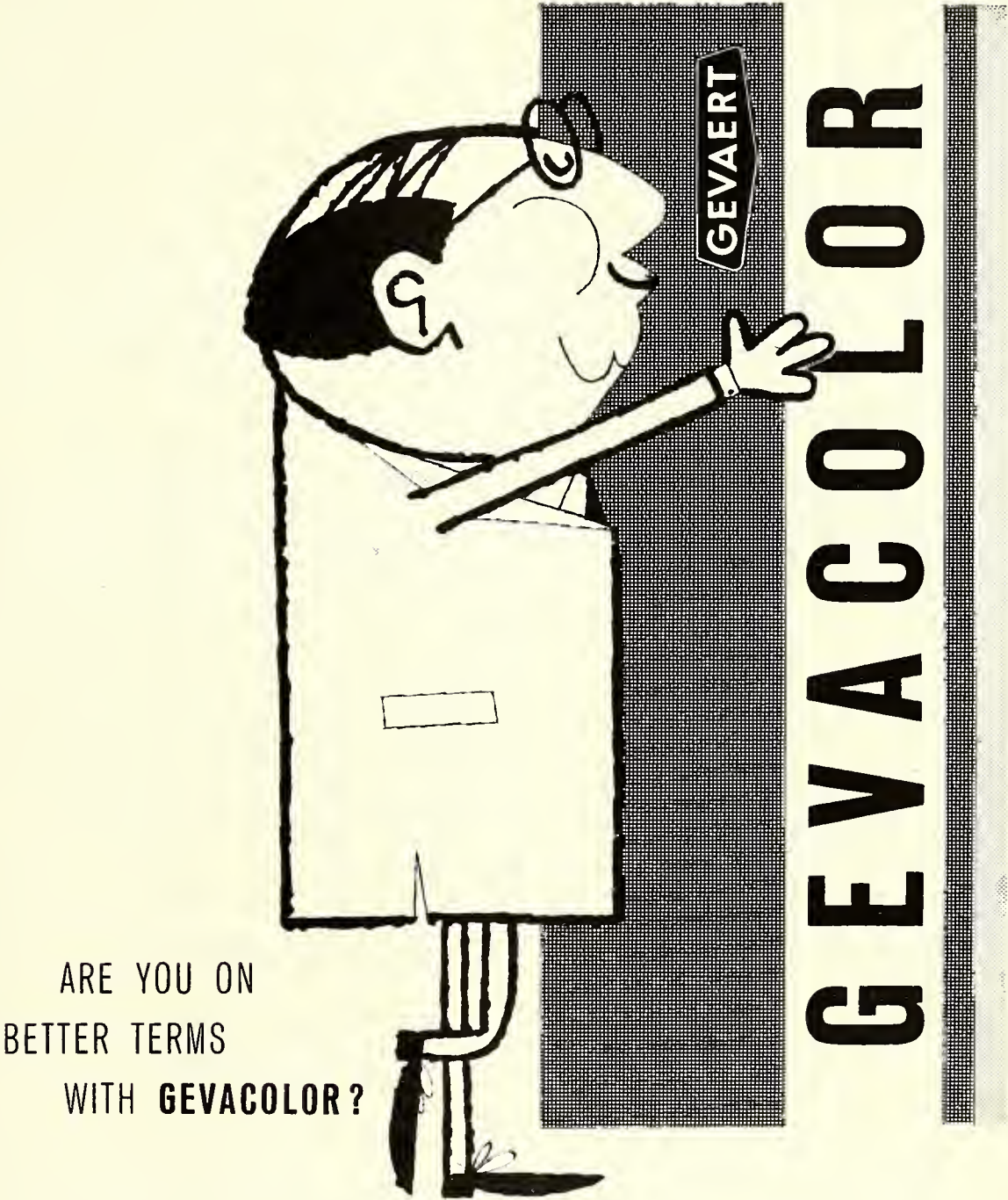
**o-Cresol- α -glycerol-ether
(Mephenesin)**

MANUFACTURERS . . .

PEBOC Limited
BELVUE ROAD, NORTHOLT, MIDDX.

SELLING AGENT . . .

C.T. BOWRING & Co. [Fish Oils] Ltd.
14/18 BLACKSTOCK STREET, LIVERPOOL, 3, ENGLAND



ARE YOU ON
BETTER TERMS
WITH **GEVACOLOR?**

Are you one of thousands of retailers taking full advantage of the current Gevacolor advertising campaign? Big press advertisements, TV and cinema commercials are bringing more and more customers, looking

for Gevacolor film, to stockists all over the country. Good, well displayed stocks of Gevacolor film backed by the lively new point-of-sale material must mean more profit for you.

Gevacolor N5 Negative Film 120, 620, 127 sizes, and 35 mm (20 exp.) cassettes

Gevacolor R5 Reversal Film 120, 620, 127 sizes, and 35 mm (20 and 36 exp.) cassettes

Gevacolor Reversal Cine Film Double-8 mm 25 ft. spools. 16 mm 100 ft. spools
R5 for daylight • R3 for artificial light



— new look for 2 famous L'Oreal products!



Popular L'Oreal Bleach * **and new formula Tress**
both get exciting modern packs plus nationwide advertising designed to
shift stocks off your shelves faster, push your profits higher . . .

From June 1962 to April 1963, L'Oreal Bleach takes regular spaces in the big circulation newspapers—Sunday Pictorial and Daily Mirror, as well as Woman, Woman's Mirror and Honey. Your customers will want to see L'Oreal Bleach in your shop, and when they do they'll be sold on the gay good looks of the new quality pack.

From June 1962 to March 1963, millions of readers of Woman, Woman's Own, Woman's Realm, Woman's Mirror, Daily Mirror and Sunday

Express will all be told over and over again about the important difference in Tress—a new French formula which gives hair the fullness that's needed for modern styles. Women will be persuaded to try New Tress and see how it really does make sets last twice as long and condition hair to shining beauty.

* *Gaily packed L'Oreal Bleach and New Tress deserve a good place on your shelves—stock up now and see how soon they leave you with profits that jump up and up!*

NEW PRICES L'OREAL BLEACH

Retail Price **3/-** per carton
Trade Price **18/5** per dozen cartons
plus tax

NEW TRESS

Small Size

Retail Price **1/10** per bottle
Trade Price **10/9** per dozen bottles
plus tax

Large Size

Retail Price **3/-** per bottle
Trade Price **18/5** per dozen bottles
plus tax

For Chemists only ...

Note These Prices!



ASPIRIN (B.P. 5 grain)			
Bottles of:	25 tablets	2/11	per dozen
" "	50 "	4/11	" "
" "	100 "	7/9	" "
Strip packed	5 "	12/-	per gross
" "	25 "	2/6	per dozen
" "	100 "	7/6	" "



CODEINE Compound B.P.			
Bottles of:	12 tablets	5/3	per dozen
" "	25 "	9/-	" "
" "	50 "	16/-	" "
" "	100 "	30/-	" "
Strip packed			
cartons of:	12 tablets	4/9	per dozen
" "	24 "	8/-	" "
" "	50 "	15/-	" "
" "	100 "	28/-	" "

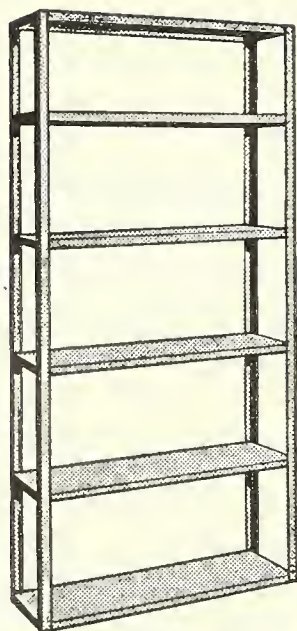


A.P.C. (B.P.C.)			
Bottles of:	25 tablets	6/-	per dozen
" "	100 "	18/-	" "
Strip packed			
cartons of:	12 tablets	5/-	per dozen
" "	100 "	16/6	" "

SPECIAL OFFER

5 per cent discount on orders received before MAY 31st.
2½ per cent cash with order in seven days. Carriage paid over £3

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Telephone: Watford 21812



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IN U.K.**

STEEL SHELVING BRAND NEW HEAVY GAUGE

65%

Free delivery within 14 days. N. Scotland, Ireland, I.O.M. Carriage forward.

71" high x 34" wide, 12" deep with 6 shelves as illustrated.

Height	Width	Depth	No. of Shelves	Price	Price each 3 or more
71"	34"	9"	6	63/-	61/-
71"	34"	12"	6	65/-	63/-
71"	34"	15"	6	85/-	83/-
85"	34"	12"	6	73/-	71/-
85"	42"	12"	6	91/-	89/-

Each shelf will hold over 3 cwt

Shelves adjustable every 2"

Stove enamelled dark green

White enamel units 30/- extra

ROCHDALE METAL PRODUCTS

DEPT. C. & D. DEVON ST. WORKS Tel. ROCHDALE 40070/78

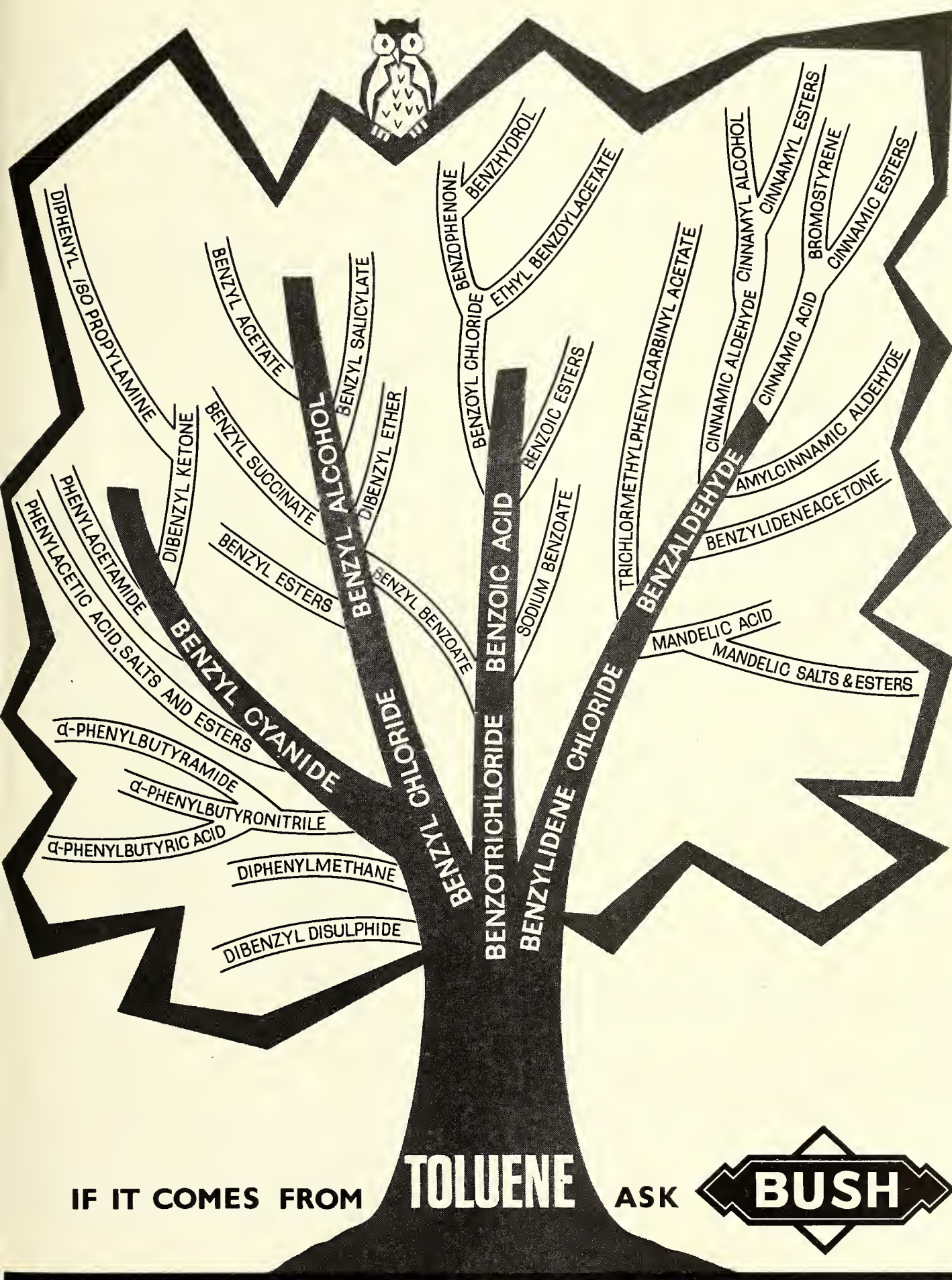
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CONTACT ONE OF THE FOREMOST MAKERS WHO HAVE TAKEN PRIDE IN

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BE

ALDIS XT 150

Automatic magazine projector with finger-tip operation of slide-changing lever and back spacer. Magazine takes 30 2" x 2" or Super slides. 8.5 cm. f/2.5 lens, 150 w. illumination. Polystyrene carry-cover, and one magazine.

£16 19 6

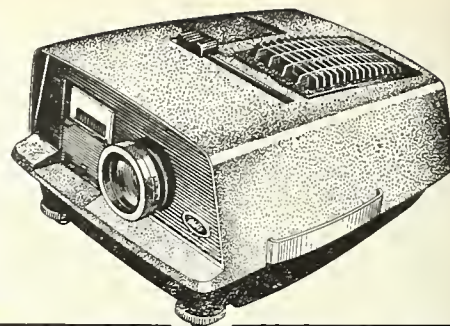
150 w. lamp (extra) £1 10 0
Spare magazines 10/- each

ALDIS XT 434

Similar to XT 150, but with 300 w. illumination and efficient new "two-way" cooling system. Magazine takes 3 sizes of transparency—35 mm., 4 x 4 and 3 x 4 cm. Complete with polystyrene carry-cover and one magazine.

£23 18 6

300 w. lamp (extra) £1 17 6
Spare magazines 10/- each



YEARS

ALDIS XT 330

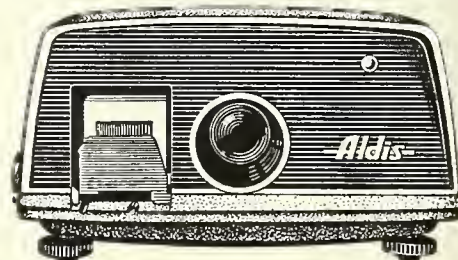
Fully automatic magazine projector, remote controls for focusing and slide changing. Magazine takes 30 2" x 2" or Super slides. 8.5 cm. f/2.5 lens, 300 w. illumination. Complete with carry-cover and one magazine.

£38 17 6

300 w. lamp (extra) £1 17 6
Spare magazines 10/- each

ALDIS XT 360

As XT 330 plus automatic self-timer; rheostat switch to reduce initial voltage to the lamp; socket for tape recorder.



£54 17 6 300 w. lamp (extra) £1 17 6
Spare magazines 10/- each

AHEAD

ALDIS 303

300 w. suction-cooled projector with 8.5 cm. f/2.5 lens and Aldaspheric optical system. Complete with protective cover.

£21 0 0

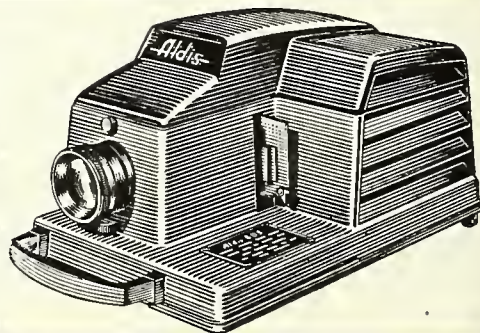
300 w. lamp (extra) £1 17 6

ALDIS 505

500 w. suction-cooled projector with 8.5 cm. f/2.5 lens and Aldaspheric optical system. Complete with protective cover.

£24 18 6

500 w. lamp (extra) £2 15 0



WITH

ALDIS 300

300 w. projector with great screen brilliance and picture detail. Complete with 8.5 cm. f/2.5 Aldis anastigmat lens and 2" x 2" slide carrier.

£17 18 6

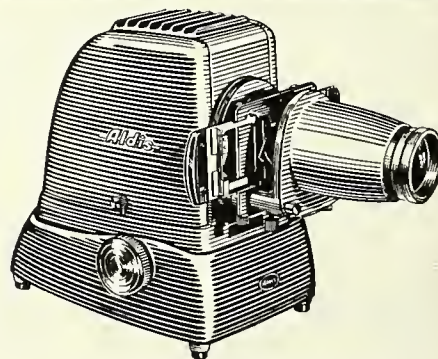
With 10 cm. f/2.8 lens **£19 18 0**
300 w. lamp (extra) £1 14 3

ALDIS 500

Blower-cooled 500 w. projector, complete with 8.5 cm. f/2.5 anastigmat lens and 2" x 2" slide carrier.

£22 2 6

With 10 cm. f/2.8 lens **£24 2 0**
500 w. lamp (extra) £2 6 0

**ALDIS****ALDIS 5-STAR 1000**

Blower-cooled 1,000 w. projector, complete with 10 cm. f/2.8 anastigmat lens and 2" x 2" slide carrier.

£29 18 6

With 15 cm. lens **£34 2 6**

750 w. lamp (extra) £2 13 0

1,000 w. lamp (extra) £3 2 0

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Fitting or refitting your shop with Remploy-Lundia prefabricated shelving saves you money. It needs no outside labour to assemble . . . it costs far less than custom-built installations . . . and it is remarkably adaptable.

Because of the comprehensive range of sizes, Remploy-Lundia Shelving can fit into any given wall space to *within 6 inches*. Each shelf is adjustable—can be moved up or down at intervals of $\frac{3}{4}$ inch.

Any combination of widths can be joined together, and extension bays are easily added to existing Remploy-Lundia units.

Made from polished hardwood in natural finish, Remploy-Lundia Shelving is smart looking as well as practical. Remploy-Lundia can cost as little as 70/- per foot by 6ft. high.

Fill in coupon today for full details of Remploy-Lundia Shelving

TO : REMPLOY LIMITED, Remploy House, 415 Edgware Road, N.W.2. Tel : GLA. 8020

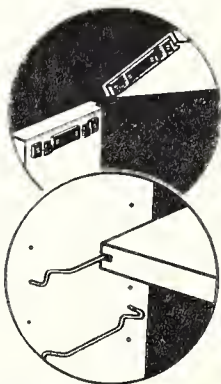
Please send me full details of Remploy-Lundia Shelving

NAME

ADDRESS

C.D.2

London Showroom : 22 Bruton St., W.1. Tel : MAYfair 4881/2



Easy to assemble Strong fully interlocking bars fit neatly into one another, securely holding top, bottom and centre shelf to uprights.

Shelves simple to adjust Special spring clips plug into uprights of Remploy-Lundia Shelves at $\frac{3}{4}$ inch intervals. The shelves, grooved at both ends, slide along the clips, completely concealing them. Shelf grooves do not show from front view.



**How does
the partnership
keep customers
headed
your way?**



What partnership

Wherever your business is situated, anywhere throughout Britain, you can take this for granted: better than one in every three women in your neighbourhood have one special link in common. They all read the weekly magazine *Woman*.

That's a very fine profit insurance for you. You're certain of a sale for any product advertised in *Woman*.

These *Woman* women are so devoted to the magazine that we call them THE *Woman* PARTNERSHIP—8,380,000 strong. They are really attached to *Woman*, hook, line, and sinker. It's not a casual switch-on like TV; not a daily "husband's left-over" like a newspaper; but a real womanly get-together with no men present, which goes on for seven days of every week.

Quite a lot of them **must** shop with you. So every week they'll want *Woman*-advertised goods. You have therefore a sure profit if you stock *Woman*-advertised goods yourself. Link with the partnership and you link with assured sales.

Ask your wholesaler for partnership products

... those advertised in *Woman*

the most powerful weekly for women in the world

Woman!

—a real driving force in retail trade

As owner or manager of a retail business you will know from experience how important advertising is to a high turnover, high profit outlet. In creating demand for branded products *Woman* is a real driving force. Read by two women in every five* it is just about the most powerful retail influence in your neighbourhood. This is something, we suggest, that your staff should be made aware of—particularly your future section managers and senior staff.

Because of its influence and popularity with women this magazine predetermines what many, and perhaps a majority, of your customers buy each week.


Staff who know what's advertised in *Woman*, who know what lines to feature each week, have therefore an added value to you. A very sound reason, surely, for seeing your staff know the importance of *Woman* to your business.

*Source: I.P.A. Readership Survey, Jan.-Dec., 1961



WORLD'S GREATEST WEEKLY FOR WOMEN
Week ending May 26 1962 Every Wednesday 6^p

Woman



tell your summer fortune

PULL-OUT BOOKLET
YOUR SUMMER FORTUNE

* VICTORIA HOLT'S
* NEW NOVEL
* HOW TO COPE WITH
* FINE HAIR

This is *Woman* which controls a weekly partnership of 8,380,000 women customers who trust *Woman* to tell them what to buy.

Woman has the biggest weekly sale of its kind in the world—over 3,000,000 copies which are read by 41% of all women in the country.

The symbol below expresses the fact that *Woman* is more than a magazine. It is a direct link with Britain's best customers who can only be influenced all **together** through its pages. We call products advertised there partnership products—they are sure sellers.

All readership figures from the I.P.A. Readership Survey, Jan.-Dec., 1961.



Woman

A partnership of readers and advertisers created by the world's greatest weekly for women

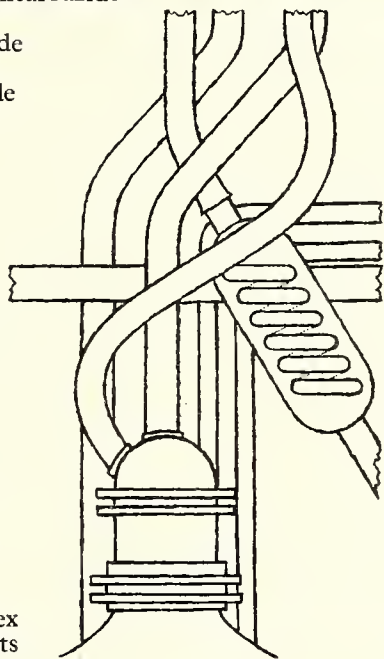
John Dennett, Advertisement Director,
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- **FAIRYSPUN**, the liquid stockings of the teenage Miss.
- **FAIRYSPUN**, the glamorous leg tan for the choosy Miss.
- **FAIRYSPUN**, the wise buy for all, for product, pack and presentation.
- **FAIRYSPUN**, the pharmacist's line, combining high quality and profitability.
- **FAIRYSPUN**, Retails at 2/9 per 4 oz. bottle. Costs 12/- per dozen T2.



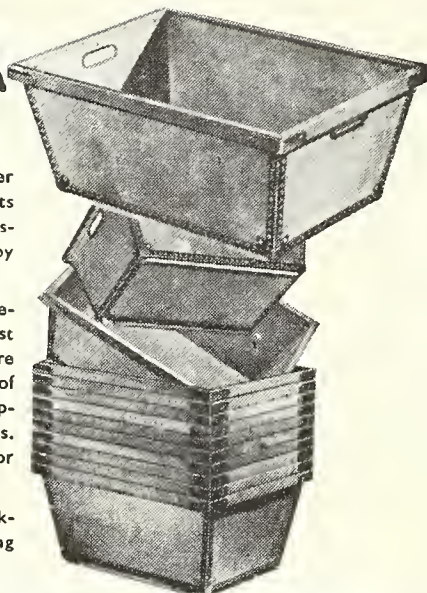
AYRTON SAUNDERS & CO. LTD., HANOVER STREET, LIVERPOOL
Also at DUBLIN & PRESTATYN

CUT COSTS with **PLYFA** NESTING SKIPS

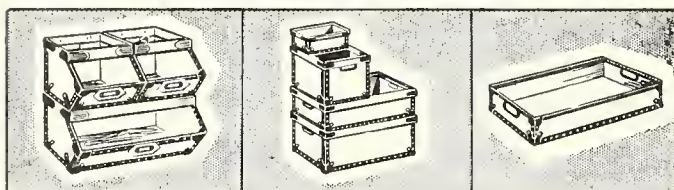
From wholesaler to retailer without repacking saves costs—now this well-proven system can be modernised by the NEW PLYFA skip.

Constructed from water resistant plywood and first quality hardwood. Pressure assembled with rustproof steel strip ensuring exceptional rigidity and lightness. A contemporary design for modern conditions.

Especially suitable for stacking and mechanical handling systems.



OTHER PLYFA CONTAINERS



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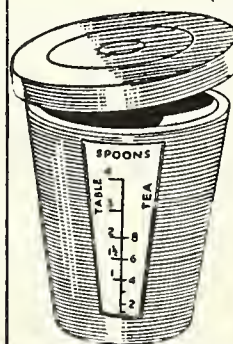
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Telegrams: "Ergotine, Stock, London"

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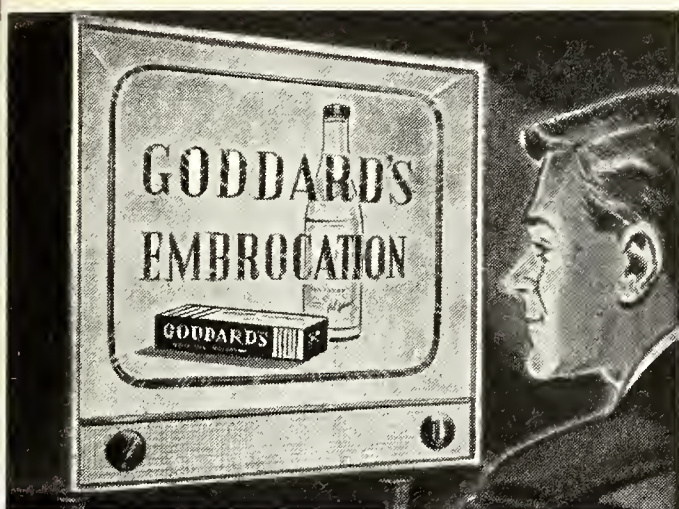
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To display a natural deep sea sponge is to sell it—because discriminating customers know that it is softer and kinder to the skin, and more lasting and more hygienic than any substitute—as well as holding three times as much water.

Cresswell's offer the best of the sponge crop. Please write for our price lists, and when in the West End of London a visit to make your own selection is welcomed.

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3-9, EARLHAM STREET, CAMBRIDGE CIRCUS, LONDON, W.C.2
TELEPHONE TEMple Bar 5331

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The only **DANDRUFF TREATMENT**
with a **BIG** reputation
in 9 European Countries

Gill's **DANDRUFF REMOVER**
Medicated **SHAMPOO**

Brings instant relief in the most severe cases

Dandruff in its worst form responds immediately to Gill's Dandruff Remover Medicated Shampoo, a product sufferers will appreciate and bring you many repeat sales.

PRICES:

Wholesale 19/- (plus P.T.) per dozen to retail at 2/9 per bottle. Sachets: 5/8 (plus P.T.) per dozen (minimum order 3 dozen). Retailing at 9d. each (inc. P.T.)

Also made and distributed by

EUGENE-GALLIA Paris and Barcelona
BEAUTISALES LTD., 35 OLD BOND STREET,
LONDON, W.1. Telephone: HYDe Park 2565-6
Eire Agents: **MUR-RA LTD.**, 10b Fishamble St., Dublin, Eire

... and for customers with thin and falling hair — you can recommend with fullest confidence

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HAIR PREPARATION

Hundreds of Testimonials
from both men and women

Your customers whose hair is becoming thin or falling or who suffer from premature baldness will thank you for recommending Jochem's. A sure money maker.

PRICES:

110/- per dozen or 9/8 per bottle for less than one dozen.
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The
CHEMIST AND DRUGGIST
CLASSIFIED ADVERTISEMENTS

Telephone: CENTRAL 6563

Address Box Number Replies to: **THE CHEMIST AND DRUGGIST, 28 ESSEX ST., STRAND, LONDON, W.C.2**

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EAST COAST YACHTING RESORT, T.O.
£17,000 plus, High-class business with great prospects to increase, £3,000 including fixtures, worth £900 plus stock at valuation, approximately £3,500. Low rent or property may be purchased. C 4587

FREEHOLD modern double-fronted drug store, main road, Established 16 years, East London, Box C 4544.

NORTH LONDON wholesale chemists sundriesmen for sale. Established 1915. Private company, shareholders retiring. Freehold premises if desired. Purchase Tax registration. Apply for particulars to Dunwell, 159 Essex Road, N.1. C 4574

APPOINTMENTS

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Locum Assistant-in-Dispensing

required for holiday relief duty 23rd July to 18th August, 1962. Apply to the Chief Pharmacist, St. Leonard's Hospital, Nuttall Street, London, N.1. C 598

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Pharmacist

required in this modern and well-equipped Pharmacy (Category V Hospital), Whitley Council scale with London Weighting. Applications to Hospital Secretary with names of two referees. C 596

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required to work within Group under direction of Group Pharmacist, Hospitals pleasantly situated within 30 minutes of London by frequent electric train service. Salary scale £690 to £920 per annum. Apply giving names of two referees to Group Pharmacist, Harold Wood Hospital, Harold Wood, Essex. (Tel.: Ingrebourne 45555). C 7427

CENTRAL GROUP HOSPITAL MANAGEMENT COMMITTEE

Locum Pharmacist

for holiday relief duty in the hospitals of the group.

23rd July—18th August

10th September—22nd September

Salary 18 guineas a week. Apply to Chief Pharmacist, St. Leonard's Hospital, Nuttall Street, London, N.1. C 589

BETHNAL GREEN HOSPITAL, CAMBRIDGE HEATH ROAD, LONDON, E.2

Locum Pharmacist

required from 18th June, 1962. Salary 18 guineas a week. Apply to Hospital Secretary. C 601

CENTRAL GROUP HOSPITAL MANAGEMENT COMMITTEE

Locum Pharmacist-in-Charge

at Mildmay Mission Hospital for holiday relief duty.

12th June—16th June

30th July—11th August

Salary 21 guineas per week. Apply to Chief Pharmacist, St. Leonard's Hospital, Nuttall Street, London, N.1. C 584

CHARING CROSS GROUP OF HOSPITALS

Pharmacist

required at Charing Cross Hospital, London, W.C.2. Whitley Council scale £690 rising to £920 plus London Weighting and £25 special qualification allowance. Write stating age, experience, qualifications and two names for reference to House Governor (A). C 597

CENTRAL GROUP HOSPITAL MANAGEMENT COMMITTEE

Senior Pharmacist

for Bethnal Green Hospital, Modern department. Salary scale £770—£1,010 p.a. plus higher qualification allowance and London Weighting. Please apply to the Group Secretary, 213 Kingsland Road, London, E.2. C 553

CLARE HALL HOSPITAL, SOUTH MIMMS, BARNET, HERTS (334 beds for Diseases of the Chest)

Pharmacist

required. Whitley Council salary plus London Weighting. The hospital is in country surroundings. Direct coach service reaches Marble Arch in just under an hour. Local bus service to hospital gates. Temporary accommodation available in Hospital if necessary. Applications with names of two referees to Medical Director. C 594

CONNAUGHT HOSPITAL, WALTHAMSTOW, E.17

Assistant-in-Dispensing

required for Group Pharmacy at Connaught Hospital, Walthamstow, E.17, with occasional relief duties at other hospitals. Hospital experience or Hall Certificate an advantage. Whitley Council terms and conditions. Forms of applications may be obtained from Secretary, Forest Group H.M.C., Langthorne Road, E.11. C 7401

HERRISON HOSPITAL, DORCHESTER, DORSET (1,217 Psychiatric Beds)

Assistant-in-Dispensing

Applications are invited for the above post. Salary at age 18, £250 per annum, rising by annual increments to £425 per annum at age 22, and further increments to a maximum of £575 per annum. In addition a qualification allowance of £50 per annum is payable to holders of a recognised Dispensing Certificate. Post permanent and pensionable. Applications in writing, giving details of age, training and experience to be made to the Group Secretary immediately. C 4582

LAMBETH HOSPITAL, BROOK DRIVE, LONDON, S.E.11 (508 beds)

Senior Pharmacist and Pharmacist

required. Department includes modern laboratory for manufacture of sterile products. Rotation of duties; also

Locum Pharmacists (2)

(a) from 14th May for indefinite period;

(b) from 3rd September for two weeks.

Applications, naming two referees, to Secretary. C 7415

HERRISON HOSPITAL, DORCHESTER, DORSET (1,217 Psychiatric Beds)

Chief Pharmacist (Category I)

Applications are invited for the above post. Salary scale £815 x £35 (3) to £1,110. The Hospital is situated in country surroundings within easy reach of the Dorset coastline. Applications in writing, giving details of age, qualifications and experience, and the names and addresses of two referees to the Group Secretary immediately. C 4581

LAMBETH HOSPITAL, BROOK DRIVE, LONDON, S.E.11 (acute general—508)

Assistant-in-Dispensing

required. Whitley Council rates. Applications, stating age, experience and names of two referees to the Secretary. C 7413

NEWMARKET GENERAL HOSPITAL

Assistant-in-Dispensing

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Preference to applicants with hospital experience. Salary in accordance with Whitley Council Scales. Applications to Chief Pharmacist, Newmarket General Hospital, Newmarket. C 7419

THE LONDON HOSPITAL, WHITECHAPEL, E.1

Locum Pharmacist

required from mid-June. Salary £18 18s. per week. Applications to House Governor. C 590

Appointments—Continued

ROYAL FREE HOSPITAL

Pharmacist

Applications are invited for the post of Pharmacist at this Hospital. Salary in accordance with the Whitley Council Scale with extra pay for evening clinics. Applications, with names of two referees, should be addressed to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, W.C.1. C 7395

**THREE COUNTIES HOSPITAL,
ARLESEY, BEDFORDSHIRE**

Assistant-in-Dispensing

Applications are invited for Assistant-in-Dispensing. Salary and conditions as Whitley Council scale, £425 at age 22 or over, rising to £575 per annum. Accommodation available for single man or woman applicant. Applications, stating age and experience, together with the names and addresses of two referees, should be sent to The Medical Superintendent. C 7420

**WALTON HOSPITAL,
LIVERPOOL, 9**

Pharmacist or Senior Pharmacist

Applications are invited for the above post dependent upon length of experience. Salary scales:

Senior Pharmacist—£770 to £1,010 p.m.
Pharmacist—£690 to £920 p.a.

Apply in writing to Secretary, Walton Hospital, Liverpool, 9, giving details of qualifications, experience, age and names of two referees. C 7420

**WINWICK AND NEWCHURCH
HOSPITAL MANAGEMENT
COMMITTEE**

Locum Pharmacist-in-Charge

required at Winwick Hospital, near Warrington, for holiday relief duty for period 30th July—11th August, 1962. Salary £23 12s. 6d. per week. Applications to Secretary (Ref. C & D/309), Winwick Hospital, Warrington. C 7390

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W. THOMPSON,
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Education Offices,
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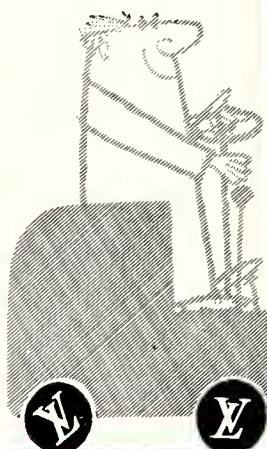
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